

THE ROTARIAN

Chesley R. Perry, Managing Editor

Vol. VI

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No. 4

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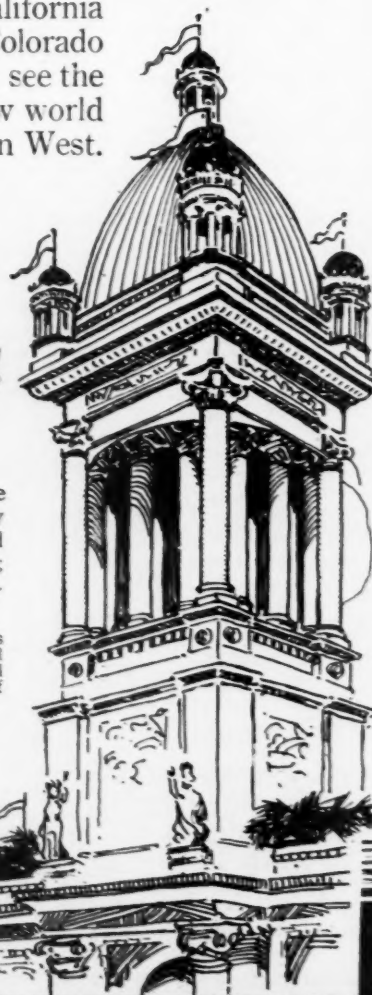
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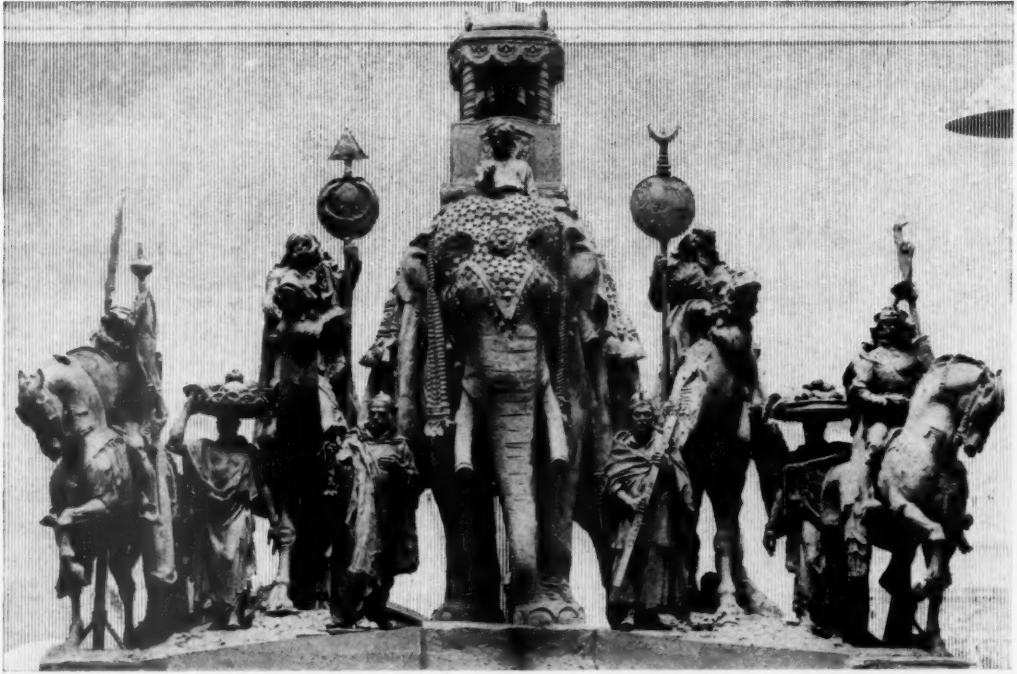
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Our weary hearts; a song of home
And friends we love so dear.
Many are the hearts that are weary to-night,
Wishing for the war to cease,
Many are the hearts that are looking for the right,
To see the dawn of peace.
Tenting to-night, tenting to-night,
Tenting on the old camp ground.

THE NATIONS OF THE EAST



These heroic groups crown the two entrances to the Court of Honor at the San Francisco Exposition, and are the work of Calder, Lentelli and Roth, sculptors and collaborators. The photographs are copyrighted by the Panama-Pacific International Exposition Co., and reproduced by permission.



THE NATIONS OF THE WEST

THE ROTARIAN

Official Organ of the International Association of Rotary Clubs

EDITORIAL

THE NEW YEAR IN ROTARY

Greeting sent by International President Frank L. Mulholland to the Conclave of the Eastern Division, U. S. A., at Philadelphia, celebrating the Tenth Anniversary of Rotary.

TO EACH and all I send my greetings. My best wish is the good wish that this conclave in memory of the birth of Rotary may be rich in blessings for those who are so fortunate as to come within its influence. I know you will have a good time, as I have experienced deeply the hospitality of Philadelphia. I know that you will have a profitable experience as I have learned of the worthy purposes that moved those who dreamed its plan and perfected its arrangements.

This is the tenth anniversary of Rotary. Not the tenth anniversary of International Rotary, or even of National Rotary, but it is ten years since, through the activities of four men in Chicago, a club was organized and called The Rotary Club.

Little did these four men dream that the few seeds of good fellowship sown at that first meeting of Rotarians in Chicago would germinate and grow into the splendid organization that is today known as The International Association of Rotary Clubs.

Rotary soon outgrew Chicago and took root in other cities. It became National, and then International, until now the English speaking world knows, coöperates with and commends its principles.

Our organization has a splendid history. It is difficult to understand how the future of Rotary can overshadow its glorious past. Yet it must. An organization, like an individual, begins to die the moment it ceases to

progress, and the march of Rotary must be ever onward and upward.

Rotary is something more than mere business. The spirit of Rotary reflects the highest ideals and the best aspirations of the human heart.

The individual Rotarian who does not appreciate the altruistic, the idealistic, the spiritual side of Rotary, or who does not experience the Knight-Errantry of an impassioned crusade in the splendid service of Rotary, never really becomes a Rotarian, or finds the Golconda Mines of Rotarian Happiness.

We now begin a new year in Rotary. Let us not be too principally concerned about business, or the mere having of a good time, but rather devoted to something really great in the betterment of our civilization, that may double-star the coming year in the guide-book of life.

If we look earnestly into the challenging ideals of Rotary we will find there the blue lakes of which our parched souls have dreamed.

My best hope is that you, and each of you, may be wise enough to know where lie the "Milk and Honey" lands of Life; brave enough to stand for the ideals of Rotary; and thus allow your business careers to travel toward the satisfying uplands of Prosperity, where you may enjoy the reward of pure lives, real fellowship, helpful ministering and Rotarian success.

So, Fellows, here is my hand, a smile, a word of greeting, and my best wishes for the happiness and prosperity of all Rotarians everywhere.

A Legend With a Rotary Application

Address delivered at the Philadelphia Conclave by Guy Gundaker.

YEARS ago in the pages of a school reader I read a beautiful story by America's foremost Romancer.

The story told of a spacious valley, dotted here and there with the homes of a thoughtful and God-fearing people. At the far end of the valley Nature in one of her playful moods had thrown together some immense rocks, which resembled the features of a human countenance. There was the broad arch of the forehead, a hundred feet in length, the nose, with its long bridge, the vast lips half open as if to speak.

Viewed from afar THE GREAT STONE FACE, as it was called, seemed like a divine personage. While the features were noble and lofty

in expression there was withal a look of kindly sympathy and brotherly affection, the glow of a vast, warm heart that embraced all mankind.

One afternoon as the sun was going down a mother and her little boy sat looking at THE GREAT STONE FACE. As they saw the Titanic visage slowly fade into the night the mother related a legend which even the former Indian inhabitants of the valley had heard from their forefathers. The purport was that at some future day a child should be born thereabout destined to become the greatest and noblest personage of his time, and whose countenance, in manhood, should bear an exact resemblance to THE GREAT STONE FACE.

Ernest, for such was the boy's name, was strangely fascinated by the story and through the years which followed kept the prophecy constantly before his mind. When the toil of day was over he would gaze at THE GREAT STONE FACE for hours, discerning many things which other people could not see. THE GREAT STONE FACE became his teacher and his source of inspiration. The daily thoughtful contemplation of the FACE cultured his mind and he abstracted for himself the spirituality and sentiment which shone from its wonderful eyes.

From time to time there were rumors through the valley that the great man, foretold in ages long ago, had appeared at last, and it was sad for Ernest who had looked confidently for the fulfillment of the prophecy to see Mr. Gathergold, a merchant-prince, and Old-Blood-and-Thunder, an illustrious commander and war-worn veteran, receive recognition on the basis of facial resemblance, to be thrown in the discard because they lacked the character indicated by the grand and noble face.

More years spread swiftly and tranquilly away. Ernest still dwelt in his native village and was now a man of middle age. By imperceptible degrees he had become known among the people. Not a day passed by but that the world was better because this man, humble as he was, had lived. Almost involuntarily he had become a preacher. He uttered truths that moulded the lives of those who heard him.

By and by came an illustrious statesman who challenged resemblance to THE GREAT STONE FACE, but as in the case of Mr. Gathergold and Old-Blood-and-Thunder, he too lacked the mental characteristics necessary.

Ernest grew old but the sage thoughts which dropped from his lips brought fame to himself and his village. College professors and other distinguished personages came from afar to see and converse with him. The valley folks one day acclaimed a new poet, who had written a poem about THE GREAT STONE FACE, as the typification of the benign and majestic rocken image. Ernest entertained the poet who had returned to visit the scene of his childhood, and all day long they talked of the great truths which make the world better. At the hour of sunset, Ernest, as was his custom, addressed an assemblage of the neighborhood.

It was not mere breath that the preacher uttered. They were words of life because a life of good deeds and holy love was melted into them. His words had force because they accorded with his thoughts, and his thoughts had reality and depth because they harmonized with the life which he had always lived. It was an impressive sight to see Ernest standing there before the multitude. At a distance, but distinctly to be

seen, high up in the golden light of the setting sun, appeared THE GREAT STONE FACE, with hoary mists around it like the white hairs around the brow of Ernest.

Its look of grand benevolence seemed to embrace the world. Strikingly at this moment in sympathy with the thought he was about to utter the face of Ernest assumed the grandeur of expression so imbued with benevolence that the poet by an irresistible impulse threw his hands aloft and shouted:

"Behold, Ernest himself is the likeness of THE GREAT STONE FACE!"

Then all the people looked and saw that it was true, and Ernest walked slowly homeward, still hoping that some wiser and better man than himself would by and by appear, bearing a resemblance to THE GREAT STONE FACE.

Young in years our Rotary Organization is like Ernest in the early part of our story. Some years ago in Chicago a few men gazed down the valley of Experience trying to discern the multiform image of Rotary. At first glance the form was only a mass of separate, indistinct features, but as their minds became intent these grouped themselves in orderly confusion.

In the valley of Experience time travels fast and in the twinkling of an eye a decade slips by. The Rotarian image is still there, gazed at by eighteen thousand men. It has a hundred years of character written on each feature. I say a hundred years, for Rotary makes progress tenfold. The fittest and worthiest parts have survived, but even now some portions which were considered the very foundation of Rotary have crumbled in dust away.

If our image lacks symmetry and beauty this is but natural. Father Time has not had enough years to winter-smooth the rough edges, rain-polish the new surfaces, snow-erode the useless silt and sun-bake the cohering particles.

The image today is more plainly seen than formerly, but many of the hidden secrets back of that stony countenance are yet to be learned. We must be thinkers. We must thoughtfully contemplate the many sided Rotary, and like Ernest, see things which other people cannot see.

There are many big ideas in Rotary, yet to be discovered by studious and reflective Ernests. To the Ernests, belong the spoils. Like the Ernest of the story, their faces shall grow in character, until Rotary shall no longer be a veneer but shall be the reflection of their souls.

Let us all fix our gaze on Rotary. Let us study and search for its innermost business thoughts, attune our lives to the martial strain of service, our hearts to universal fellowship, and the world will shout, "Behold these men are in the likeness of Rotary" and as in the story, the Rotarians will walk slowly homeward, still hoping that some wiser and better men will appear more worthy of the name Rotarian.



Greater Rotary--Better Rotary

The publication of Rotarian E. L. Skeel's article "Greater Rotary" in the December issue of THE ROTARIAN aroused great and wide-spread interest among Rotarians in the plan therein proposed by Rotarian Skeel for the improvement of the Rotary Club. In publishing Mr. Skeel's article THE ROTARIAN expressed neither approval nor disapproval and the cartoon at the head of the article was intended merely to picture Mr. Skeel presenting his plan to International Rotary personified by the International President and Secretary and the Past International Presidents. In this issue we present a number of contributions which are in substance replies to Mr. Skeel's argument. Again THE ROTARIAN expresses neither approval nor disapproval but awaits the decision of the Association as a body which we may assume will be made known through action by the delegates to the 1915 Rotary Convention or by a referendum among the affiliating clubs.—C. R. P.

Membership Restriction in Rotary

Report of the Committee on Philosophy and Education
of the Rotary Club of Birmingham (Ala.), U. S. A.

THIS report deals with one of the most vital and difficult questions that has yet engaged the attention of Rotary. The question as proposed by the International Committee is as follows: "*Is the limitation to one representative from each line of business a vital and indispensable feature of Rotary?*"

Your committee feels that this question requires more than a mere affirmative or negative answer. Rotary, during its past history, has simply grown; its definitions have been vague and flexible; its purposes and ideals have been changing and developing with such rapidity that many of us are amazed as we contemplate its wonderful possibilities. Its progress has been impeded by no preconceived theories, and its natural development has been untrammelled by any "cut and dried" philosophical abstractions.

The time has arrived, however, when we must give some reasonable account of this phenomenal thing we call Rotary; and the question under consideration requires us to analyze its nature and to formulate a statement of its essential and indispensable features. Rotary has reached a stage in its development which renders such a statement necessary to its continued growth and efficiency.

The purpose and ideals of Rotary have been variously stated. It is agreed that the improvement of service through the increase of business efficiency constitutes the central

aim of the organization. Its primary purpose from the beginning was to deal with trade and industry in their relation to community service.

No doubt, many construed this general purpose in a very narrow sense and concluded that Rotary was an opportunity for achieving the selfish ends of its membership. Many Rotarians no doubt joined the organization because they thought its chief purpose was trade exchange among its membership. For this class Rotary has been a great school. Most of us have discovered in Rotary an altruistic spirit that is entirely incompatible with this selfish aim. All thoughtful Rotarians now discard this selfish purpose; if it ever had any place in Rotary it was merely a stepping stone to something better. We may still hear the argument used that while no good Rotarian may solicit the patronage of another on the basis of membership yet, through acquaintance and association, he may rightly expect such exchange of patronage. This is but another stepping stone that must be discarded. This psychological expectation of trade through acquaintance may be true anywhere, whether in church, fraternity, or political organization, but it is too low in the scale of ethical motive to be professed by Rotary.

The chief purpose of the organization from its inception was the promotion of business efficiency through the ideal of service. At the beginning the welfare of the membership was

naturally uppermost in mind. This should still be an important feature. Education and reform, like charity, should begin at home, but it should not be limited to the home. Here we strike the root of the whole matter in the restriction of the membership to one representative from each line of business. Why this restriction? If it is the purpose of Rotary to extend its influence by the expansion of its actual membership this restriction apparently becomes an obstacle. Many leading Rotarians are urging the removal of the restriction upon the ground that, if it is a good thing for the present membership, it must be a good thing for hundreds of good men that are ineligible, solely because of the restriction to one member from each classification.

The able article of Rotarian E. L. Skeel in the December issue of *THE ROTARIAN* is a very forceful presentation of the argument for the removal of the restriction. "I am firmly convinced," says Rotarian Skeel, "that the time has come when this restriction on membership should be removed, when the doors should be open to every progressive and reputable business man, subject only to such reasonable restriction as to total size, as will prevent the organization from becoming unwieldy, and as to equality of representation as will prevent the dominance of any business or profession."

The entire argument of Rotarian Skeel is based upon the assumption that the restriction in question is necessarily calculated to limit its influence proportionally to its numerically restricted membership. If this assumption be admitted, the validity of the argument must be conceded. But the fallacy in the argument is not difficult to discover. If this reasoning is reduced to the form of a syllogism, it would be somewhat as follows:

The purpose of Rotary is limited to the promotion of the business efficiency of its membership.

The present restriction limits the membership numerically,

Therefore, let us increase its influence by removing the restriction and increasing its membership.

The argument of Rotarian Skeel is quite unanswerable if we admit his major premise. But this we do not admit, and, what is more to the point, he denies it himself repeatedly in the course of his argument.

The defects of Rotary as pointed out by Rotarian Skeel are obvious. We recognize the limitations of the organization as at

present conceived. But he has failed to point out the real remedy. We believe that the restriction he would eliminate is a condition precedent, both to the form and purpose of the organization. We believe that Rotary owes its inception, its success and its marvelous growth to this one primary condition. We believe further that its rapidly advancing ideals are today made possible by this wise restriction, and that its future evolution must depend upon the proper conception and use of this fundamental condition. The plea for an "Open door" policy in Rotary may be very attractive. But its effect would be to make the club unwieldy, and the privilege of membership cheap and undesirable; it would sacrifice zest for work and zeal for service to the desire for expansion, and instead of raising the standards of efficiency and the ideals of service through the co-operation of a representative few, it would lower these standards and ideals to the level of the promiscuous many.

What Rotary needs today, above all things, is a constructive program that will render this essential restriction effective for the extension of its purposes and ideals to the business community at large. Such a program involves the necessity for new interpretations and new meanings for some old terms familiar in Rotary.

It will be noted that in the question proposed by the committee, the phrase "*one representative from each line of business*" is used. Rotarian Skeel, in his argument, repeatedly uses the same term, but fails to give it any interpretation. "*One representative.*" What or whom does he represent? Does he represent himself, his firm, or his entire line in business, including his competitors? If he merely represents himself or the firm in which he is personally interested, Rotary will continue to be open to the objections, that it is a "closed shop," "a self-constituted mutual admiration society," that tends to arouse suspicion, prejudice and jealousy among hundreds of good business and professional men that are deprived of its benefits through no fault of their own.

If on the other hand, we mean to imply by the term "representative," that he represents his entire line of business, including all who are engaged in it, then it is pertinent to ask: "How does he get his authority as a representative?" He has not been elected, selected or endorsed as a representative by his associates in that line of business, so he cannot in any proper sense be their representative.

His assumption of right or authority as a representative of his calling naturally awakens a feeling of resentment; it is regarded as unwarranted and undemocratic, and is subconsciously treated as a mild species of business or professional arrogance.

This troublesome word "*representative*," so commonly applied to Rotary membership, must be justified or it must be eliminated from the vocabulary of Rotary. It must be given a constructive meaning, if Rotary is to realize even measurably the vision and the mission already partially revealed.

There are before us two possible methods of interpretation. Either requires that we retain the original restriction as to membership, and either implies a change of attitude on the part of Rotary membership, with but slight modification in Rotary methods.

Naturally, the first solution proposed provides for the future development of Rotary in harmony with the requirements of a Representative Democracy. Our present method of electing our "*representative*" membership, it is claimed, is undemocratic, and is defensible only when a line of business has no local organization. It is proposed that when a line of business is locally organized such organization shall be extended the privilege of nominating its representative, subject to such conditions as may be prescribed by Rotary. In all lines of business that are not locally organized the present method of selection by Rotary shall be continued. It is urged, that it is entirely practicable for Rotary to adopt a classified list of organized occupations to which might be given the privilege of nominating representatives to fill vacancies in their respective classifications as they may occur. This list of organized occupations could be extended or abridged by each club according to local conditions. No change in the present membership would be contemplated, and this method would become operative only when vacancies occur in the organized classifications.

While your committee approves the general theory of democratic representation, it does not believe that it is applicable to Rotary, at least in its present stage of development. The change involved would be too radical. It is entirely conceivable, however, that in the "*fullness of time*," with the evolution of Rotary, and the development of business conditions, the organization might be beneficially expanded in conformity with democratic ideals; but under present conditions, with only a limited number of organized occupations in a community, your committee can-

not give its assent to this method of solution.

The second theory of Rotary representation appeals to your committee; it is more in harmony with the genius of Rotary, and furnishes a solution for the present dilemma. Let it be understood that each member in Rotary is a representative *to* and not *from* his line of business. Rotary assumes the right, as a senate or court of last resort, to set up standards in matters of general business and professional ethics. It selects its members from the various lines of business, because of their capacity to learn its principles and to exemplify its precepts. They are educated in Rotary, as in a school, to *become representatives*, not *from* their several lines of business, but *representatives FROM Rotary TO their respective lines*. Under this interpretation, each member is delegated by Rotary as a representative of its principles and ideals,—an evangel, to carry its gospel of good will and its ethical teachings in business, to his compeers and competitors. He must be an active teacher of Rotary ethics in his personal habits as well as in his business conduct, and, he should be held responsible, as Rotary's representative, for low ideals or questionable practices current in his occupation. In accordance with this theory of representation, we shall no longer hear from our membership laudatory talks at our luncheons about "*my business*" or "*my firm*," but we shall hear reports from Rotary's *representative* to the Retail Grocers, to the Laundrymen, or to the Mechanical Engineers. Such reports will deal, not primarily with "*my private business*," but with the present conditions and lines of progress pertaining to his profession, or line of business.

This view will materially widen the scope and extend the horizon of Rotary. Each member will be truly a representative, deriving his authority from Rotary, commissioned to carry the precepts and ideals of Rotary wherever his line of business extends, and, as Rotary's representative, invested with responsibility, for the influence, good or bad, exerted by his line of business, in the development of the business and professional ideals of the community.

This interpretation assigns to Rotary a position that will be indeed unique in the world of business; it will solve the problem of restricted membership, by giving a definite content and practical meaning to the word "*representative*" as applied to Rotary membership, and will provide, without any violent change in method or organization, a practical

channel, by which Rotary influence may be ultimately disseminated throughout the business life of the community.

Your committee unanimously endorse this theory of Rotary representation, based upon our present restriction of membership, and commend it to the attention of the International Committee, as the suggestion of a prac-

tical program for the development of a "Greater Rotary."

Respectfully submitted by the Committee:

J. H. PHILLIPS,
J. W. DONNELLY,
J. H. TINDER,
H. M. EDMONDS,
J. D. MOORE.

February 3, 1915.

Rotary is Both Aristocratic and Democratic

By Stewart C. McFarland of Pittsburgh (Pa.), U. S. A.

MR. SKEEL'S interpretation of Rotary and his plan for a Greater Rotary is not to my mind the true meaning and mission of our club and I would not be true to myself and to the promptings of the spirit of Rotary if I did not evidence the courage of my convictions by taking up arms in friendly combat.

Mr. Skeel, however, rendered the clubs throughout the world a distinct service. He has hastened the birth of many new ideas concerning Rotary among the proletariat of unawakened thought and has given the thinkers in the club a cosmic hunch, and for this achievement we all congratulate him. His article has made me think more than anything I have ever read in Rotary and for this I personally congratulate and thank him. Mr. Skeel is a lawyer and his address reflects his vocation. He does not go beyond evidence and motives and to get the true significance of Rotary we must dig deeper until we strike the very rock principle of being.

Rotary to him is business. Rotary to me is a life. He would make out of it a triangle with the material, social and educational advantages as the three sides, all ministering to his business success. I would make out of it a square with the material, social, educational and spiritual advantages as the four sides and with these four sides I would square the circle of Rotary to the benefit of all for more life, which would naturally include more business. His conception of Rotary is almost entirely commercial. He does not seem to include the spiritual side which is in reality the very soul of Rotary. Rotary is more than business building. Rotary is man building. The object of all life is development and Rotary is one of the big agencies adding materially to the development of life. Mr. Skeel seems to have left out of his conception this fourth dimension.

So much for the purpose of Rotary. Now the form. He advocates "that the time has come when this restriction on membership should be removed, when the doors should be open to every progressive and reputable business man, subject only to such reasonable restriction as to total size, as will prevent the organization from becoming unwieldy, and as to equality of representation as will prevent the dominance of any business or profession."

Open the doors of what? The doors of privilege or the doors of responsibility? Rotary offers no privileges except the privilege to serve and this privilege is universal. The privileges of Rotary in the sense in which that term was interpreted in the early days of the Club no longer obtain. The *modus operandi* of Rotary is entirely reversed today. In the early days every member came to the club on business bent. Today only the Rotarian who is still in the ape-man stage of Rotary evolution comes to the club for nothing more than purely business reasons. If the early practices of Rotary patronage prevailed today the Sherman Act would get us in three months. Thanks for the light, however, that came to us in the morning of our history.

Rotary membership has become a position of responsibility and when we admit into our club more than one man from each line of business we destroy this individual responsibility. Rotary represents the entire wheel of universal endeavor and each member represents a spoke in the great wheel covering some line of work. All are deposits in the hub of life and all are sustained by this hub and the rim of service completes and strengthens the entire wheel.

When a man is admitted into Rotary membership to represent a certain line, he becomes, as it were, the ambassador, the minister plenipotentiary, representing in the Courts of Rotary his field of endeavor in

society and his position is one of responsibility rather than one of special privilege.

Our organization is both aristocratic and democratic. It is aristocratic in form in that it is exclusive and in that only one man who is a leader in his line is admitted into membership. I believe that this is the secret of our growth, for is it not a fact that the real purpose of Rotary is not comprehended until after one has become a member and caught the vision? Is it not true that men want to get into Rotary because of its exclusiveness? Men are moved to seek admission through the law of selfishness which is the first fundamental principle of being and which actuates every act of our life. Rotary in its form of organization has, I presume, unintentionally harnessed this great principle for its advancement.

After a man is admitted to membership and is worthy of the name, the true spirit of Rotary will soon begin its work. He will begin to give this law of selfishness or this law of the survival of the fittest the highest interpretation. He will begin to realize that a primitive interpretation of this law has reached a point of inadequate returns in this day and generation and he will begin to see that the highest and most profitable form of selfishness is unselfishness.

He came into the club because of what he thought he would get out of it and he now remains in the club to put something in it. As my friend, Dr. Boetker, says "He learns that before he can draw money out of a bank he must first make a deposit." Where is there a Rotarian who has gotten out of Rotary, financially, more than he put in it? If there is such an one he has made Rotary that much poorer, so to speak. No good Rotarian today measures his membership in terms of dollars and cents.

I have said that our organization is both aristocratic and democratic. While it is aristocratic in form it is democratic in spirit in that it dignifies every occupation and every member representing that occupation with a recognition and feeling of equal worthiness. Rotary says that every occupation which performs some needed service to society stands on an equal footing with every other occupation. One spoke in the wheel is as important as the other and if, as Mr. Skeel would have us do, we were to admit every progressive and reputable business man into our club, the wheel would soon lose its balance. The happy concord which now exists through each line being represented by

one spoke or member would soon be lost to Rotary forever. Preponderance of one line would soon make the wheel lopsided and our clubs would no longer be a democracy of equal representation in the fields of universal endeavor.

Moreover, when we throw open the doors of our club to more than one representative we take away that individual responsibility of representation and with it the incentive for membership. Each member would no longer be a distinctive spoke in the wheel in the sense in which that distinction applies today. Under our present form our members realize they have the distinguished honor of representing their field of endeavor. To admit more than one would have the same effect on Rotary as it would have if the United States were to send more than one ambassador to the Court of St. James. One representative for each line I consider in this period of Rotary evolution to be an indispensable feature for a continuance of the same unique success it has had in the past.

I believe, however, that the Rotary of today is only a prototype of the Rotary that is to be. I believe in organizing other Rotary clubs in the same city just as soon as one club has its roster of classifications filled and the wheel of Rotary completed and the population of a town and other circumstances warrant. In this way Rotary would continue to be distinctive, attractive and equally profitable. The clubs could have different meeting days and free intercourse between them could be encouraged.

Under our present club rules making attendance a necessary requisite to continued membership, Mr. Skeel's plan would soon make our clubs unwieldy in numbers. Furthermore, I am of the opinion that when a club like ours reaches a membership of more than say four or five hundred, it has reached a point of diminishing returns.

I also am an optimist. I believe that Rotary is destined to be the biggest commercial, social, educational, economic and spiritual factor in the business world. I believe that what we have seen and what we are seeing of Rotary today is only a voice in the wilderness of our business consciousness portending the golden age in industry and commerce. It is the materialization of that great spiritual principle that he who would be greatest must become the servant of all.

The views of the Belfast Club are set forth by W. H. Alexander in the article which follows.

"Greater Rotary" Would Spell Ruin to Rotary

By W. H. Alexander of Belfast, Ireland

I HAVE read with the greatest possible interest the exceedingly able article on "Greater Rotary" by Mr. E. L. Skeel in the December issue of THE ROTARIAN.

It is abundantly evident that the writer of this article has given a great amount of time and thought to the subject and every Rotarian will freely and frankly admit the breadth of thought, the extent of knowledge, the sophistry of the arguments, and the eloquent phraseology in which they are clothed by the author.

His analysis of the subject is masterly, his optimism is unbounded, and his belief in the future of Rotary as he sketches it is sublime.

The future of the Rotary movement is a matter of vital importance to every Rotary Club, and of exceptional interest to every ardent Rotarian.

I can lay claim to being an earnest, loyal, and even zealous Rotarian. I have carefully read and even attempted to digest Mr. Skeel's most able and most excellent article but I must confess that I cannot swallow his conclusions.

Let us assume that the Rotary movement throws down its barriers in regard to representation, how many members of any one trade or profession will Mr. Skeel allow? Favoritism as regards any particular trade or profession must be guarded against at all costs. Consequently let us say we allow three or four or even five members of any one trade or profession to join, what will be the result? Will not the remaining 99 or whatever the number be in any particular trade or profession who are excluded have exactly the same complaint against the oligarchic representation of the Rotary club as obtains today? Of course they will.

Mr. Skeel's ideas on the future of Rotary are to my mind most interesting reading from a theoretical point of view, a Utopian vision in fact, but in practice impracticable. His description of Rotary as "an organization which while condemning the direct exchange of business nevertheless maintains an artificial restriction on its membership so that its members may get the exclusive benefit of a preferred opportunity for acquaintance" is unjust. This is not a fair description of Rotary as I know it. I have never heard or

read of any Rotarian *condemning* the direct exchange of business amongst Rotarians. What I understand is that the business getting element instead of being the Be all and End all of Rotary is now merely a comparative side issue, but I have certainly always considered business as one of the foundation stones on which Rotary is built although it is not now regarded as the chief corner stone.

Another statement which it is futile to attempt to make pass muster is the remark that Greater Rotary (composed as it would be of not more than five members of any one trade or profession) could act in the same manner as a regular trade association which is generally composed of scores at least of traders in each particular line. Such an assertion will not bear inspection for a moment.

Again the opening wide of the Rotary door will immediately admit that ancient "apple of discord," trade jealousy. Doubtless the class of Rotarians whom Mr. Skeel visualises would not be subject to such mundane weakness. One must, however, take human nature as it is, and not as it might be if every Rotarian had all the business he could handle. What Mr. Skeel considers the weak point of Rotary I consider its strength, what he considers the salvation of Rotary I consider would be its undoing.

I am open to admit that there are many men in my own city whom I should like to see members of our Rotary Club and who are debarred for practically all time, but consider the alternative.

Your club of say two hundred members is increased to one thousand or one thousand five hundred, and what will be the result? If your club has any enthusiasm you will require a special club house, which means vastly increased expense, and even then unless you have a palatial club house *you cannot accommodate one quarter of your membership to lunch at one time.*

Then as regards acquaintanceship. How long for instance would it take a new member to get acquainted with say nine hundred strange members assuming he knew one hundred of the membership on joining? Possibly not in a lifetime. That being so I am strongly of opinion that such a club whilst it might be a successful club given a

very large representative and enthusiastic body of officers would be five times as difficult to run, five times as difficult to keep united and harmonious as one of our present day Rotary clubs, and about one-fifth as useful, as social, as enjoyable as our clubs are at present. Such a club would be unwieldy, full of cliques, unenthusiastic (because the members would be to a large extent unknown to each other) and un-Rotarian.

Rotary does not exist today in order to push—nationally, or internationally—the business of any firm whatever. It exists for the edification, relaxation, education of the members of each club; for the advancement of all that is good for the community in

which each club exists; and not for the building of palatial club houses, for the manufacturing of unwieldy business clubs, for the national or international boosting of any manufacturers or firm of manufacturers, not for the purpose of forming puerile trade associations which are already amply catered for by really representative bodies which "Greater Rotary" could not possibly rival.

"Greater Rotary" spells Big Club Houses, Big Expenses, Big Trouble to organize, and Big Trouble to run.

It would also in my opinion spell Ruin to Rotary in the United Kingdom of Great Britain and Ireland whatever the result might be in America.

Mr. Skeel's Ideas a Utopian Vision

By Joseph W. Green of Dayton (Ohio), U. S. A.

THE big idea in Rotary is to improve all business and the individual member gains indirectly. This can be done best by Rotary Clubs in which there is perfect harmony and good fellowship among the members, by Clubs where petty strife and jealousies which are always generated by keen competition are eliminated.

In Mr. Skeel's Greater Rotary plan he realizes some limitations must be made. One is that clubs must not be dominated by any one line of business or profession. To do this would we limit the number from each to two, three or four? But if any limit, why not one? Where is the improvement in principle? The only change would be larger Clubs. Would that be an improvement? Even Mr. Skeel thinks a numerical limit should be made.

There are now many men who would make good Rotarians debarred from membership on account of the present plan. The rapid way in which most of the Clubs were formed is the reason for this. Just let the present plan remain—select the best man in a line whenever a new member is taken in, and as the membership changes and the Rotary spirit grows, the best material in every community will be in the Rotary Clubs.

Mr. Skeel's Greater Rotary plan is based upon the idea that Rotary is for the individual advantage and direct business gain of its members. He says "If a wholesale grocer for instance could make a Rotary Club to order he would certainly want more than one retail grocer admitted."

In Clubs so constituted every member would want all his customers and prospects. This would bring in at the same time his competitors. Rotary lunches would be one big scramble for business. Can't you see some of us losing our appetites because our competitor was buying the Rotary lunch for a lot of our best customers?

This is one phase of the Greater Rotary idea. Here is another:

Mr. Skeel says "Were the limitations on membership removed, it would afford each member the opportunity of carefully cultivating the acquaintances which are to him the most useful." Does this sound like Rotary?

Could an organization whose members divide themselves into cliques and groups be so harmonious that it could further the true principles of Rotary?

To be sure we all have competitors in International Rotary, but the work and the good of Rotary is done in the individual Clubs where this competition is never present. The International Association only helps the individual clubs to a large co-ordination of principles and policies.

Why should we in the least object to competition in other clubs if we do not use Rotary as a means of furthering our individual business gain?

The Dayton Rotary Spirit at least is expressed in *THE ROTARIAN* for December "Forceful Fables" by Charles H. Mackintosh.

"Whenever anyone tries to sell me anything

because I am a Rotarian, I feel two equally Irresistible Convictions creeping over me. The first is, that if I buy I am a Fat-headed Fool, which is the Precise Reverse of a Rotarian. And the second is that any man who tries to Sell Me on such a basis is a Rotten Rotarian and ought to be ejected from the club on the back of his neck."

To sum up my ideas on this subject:

The business of Rotary is to improve all business, the individual gains as a result.

Membership limited as it now is in the

individual clubs makes the clubs large enough, preserves harmony, prevents any kind of business monopoly in the clubs, makes a club that is distinctive and attractive to good membership; all these qualities are necessary to promote the Rotary business.

Representation of competing businesses in different clubs is not a contradiction of the limited membership plan in the individual club, if the purpose of the limited plan is to preserve harmony in each club and not to be used as a business advantage.

Rotarians Agree in Part With Mr. Skeel

By Robert H. Cornell of Houston (Texas), U. S. A.

IT IS a happy coincidence that with the announcement that this week's meeting of the Houston Club will be devoted to discussion of the Skeel article, that notice should come to us from International headquarters with information that the subject recommended for December by Chairman Mead's Committee for Club discussion is *Is the limitation of one representative from each line of business, a permanent and indispensable feature of Rotary?*

Paradoxical though it may seem, we might give entirely different answers to Brother Skeel's and Brother Mead's questions. We might say, as some local member has notified the secretary, that "he would shoot full of holes" the affirmative side of Skeel's article, yet we might probably all hesitate to answer "yes" to the latter query.

Let me first request that you deal with both subjects in private deliberation with the utmost tolerance, read the Skeel article again and remember that the views relate to "Rotary of Tomorrow." You will agree with me at least that he has "started something," and that the discussion all over the country is unquestionably for the good of Rotary. While serious consideration is doubtless being given unintentionally to Brother Skeel's article and many serious minded Rotarians agree at least in part with his suggestions, from the standpoint purely of wise expediency it is my humble opinion that the matter will not have any serious consideration even at the next summer's San Francisco convention.

Many of us believe that the original plan so wisely made for Rotary success, particularly as applicable to the membership, is separate and apart from the purposes of the organization. Simply because we have been

running ahead on a "mile a minute schedule" on parallel tracks, we probably consider it not expedient to give consideration to the fact that the two lines, now paralleling nicely, may eventually cross.

Is the membership restriction feature indispensable? Taking the material side different cities could have different experiences as to whether the unique membership idea is responsible for any more than the primary interest in Rotary among members. We must take heed of those having in mind the material growth and continued prosperity of the Rotary idea who aver that with the restricted membership Rotary would simply work along the lines defined in a chamber of commerce or other civic organization, and that the very idea which has distinguished the wonderful Rotary activity would separate adversely were membership lines broadened. Personally I believe that Brother Skeel strikes the truth absolutely when he says that "Rotary succeeds in spite of, rather than because of, restricted membership." Looking over the faces of the "regulars" here today I can't see a single man whose Rotary enthusiasm is actual from his competitor's forced inactivity nor do I believe a selfish construction in any way could be ascribed to their loyalty to this wonderful Club. By the same token, none of us in the class above mentioned is worrying because of that constitutional clause which would operate against us in case we missed four meetings.

Unfortunately, and our club is not immune in this respect, it shares the fault with perhaps every one of the nearly 200 in Rotary, in that it possesses some members (most of them inactive, however) who are in the organization merely to keep their competitors out.

One of our good members just the other day remarked to me that in his line, except in his own professional association, there was no congeniality, that he couldn't recommend a single local competitor in his line and that the condition was true in his particular classification almost the country over.

Just because Rotary teaches the utmost in business and civic co-operation, the elimination of strife and "knocking" and the elevation of business ethics, it is possibly a patent thought that eventually membership restriction may have to be broadened. As at present constituted membership limitation is more a matter of present wise expediency (because of that fact it will hardly be disturbed for some time) but is still basically almost indefensible.

There might be substitute plans of membership, however, and some day Brother Skeel's idea may eventualize into their serious consideration. Why not adopt the Masonic blue lodge idea? If the size of the city, or local conditions, justify, why not more than one Rotary club to a city, with proper restrictions, and supervision perhaps vested in the parent club? This would be a happy idea. I am sure you share with me this thought. Some of your present friends or other good fellows are already Rotarians at heart and denied membership because of our rules and

because of only one Rotary club in the city. Think of the splendid "joint meetings" we could have occasionally. Would Rotary effectiveness, at least with us here in Houston, be lessened? Would it not, because of the friendly rivalry between two, or even three clubs even be increased?

While I am on my feet (and I have discussed this question with your directors) I want to see introduced at the Wichita Conference a resolution coming from the Houston Rotary Club asking consideration at the International Convention in July of an official "*Rotary-Club-At-Large*." You remember Basford of San Francisco is responsible for this idea and consideration of the idea was denied at the Houston convention. What of good old Sam Hay? Just because he becomes a leading minister of Dallas and the classification is already filled in the Rotary club of that city, is he to lose, and the Dallas Rotarians to lose, the benefit of his presence at meetings, if only as an honorary member? What of Marion Law, one of the organizers and "big cogs" in the Beaumont Rotary Club, who joins now our own banking circles?

Why not a provision internationally by which honorary membership bestowed on worthy members be recognized in other clubs?

Are we not after all in favor of a membership "at large"?

Saginaw Discusses "Greater Rotary" at Luncheon

By E. C. Warriner of Saginaw (Mich.), U. S. A.

THIS is a summary of the Saginaw Rotary Club's discussion of Rotarian Skeel's most suggestive article in *THE ROTARIAN* for December, advocating the removal of the restriction of Rotary membership to one representative of each business.

A deep interest was shown in this topic and the discussion was entered into by many of the members present. Two well-defined views of Rotarian Skeel's proposal were presented.

Several speakers were heartily in favor of the change, believing that the present restriction made the Club liable to be misunderstood. Saginaw Rotary has never countenanced the idea of exchange of business among its members as one of the principles of the club. Indeed this has been from the inception of our club repeatedly and distinctly disavowed. Yet it is just here that we are most frequently misrepresented. Extend-

ing the membership would save us from this unpleasant situation.

A number of our members expressed the feeling that it seems presumptuous for any one person to assume to be the best representative of his line of business in the community, a feeling which would be relieved if others were admitted to membership.

On the other hand, it was argued that the really unique feature of Rotary is this very condition of limited membership. To the speakers urging this point of view, the most attractive aspect of our club is that here they meet men engaged in other pursuits, and thus forget their own business for the time being, and are broadened by contact with others. As one member put it, he knew beforehand what men in his own business would say and what he enjoyed in Rotary was the knowledge of other business he gained here.

Taking away the limited membership idea,

how would Rotary differ from any other organization? Would there not be a tendency for cliques or groups to form themselves, taking in the representatives of a certain business, to segregate themselves from other groups in the club at the weekly meeting, thus

losing the invaluable advantage of a widening circle of business acquaintanceship and increased business knowledge?

All in all, we found the question one worthy of most earnest consideration before arriving at a final opinion.

Limited Membership a Very Wise Provision

By L. G. Robinson of Waco (Texas), U. S. A.

ONE of the most prominent human characteristics is probably that which leads one to extend to others the benefit of his knowledge of good things as soon after the discovery as possible. This is exemplified frequently and in various ways. For instance, if Jones is suffering from the effects of a bad cold and it comes to the knowledge of Smith, Smith will immediately advise Jones of all the various methods which he had found efficacious for the treatment of such a malady.

Again, if the scientist discovers a new application of the laws of nature which is considered useful to mankind he loses no time in making it known to the world, and, as a rule, he does it without financial profit to himself.

If, however, it should so happen that he has the ability to turn his invention or discovery to good account and secure thereby ample monetary returns for his efforts, he is encouraged to pursue his studies still further and the result is usually followed by other discoveries of equal or greater value to the world.

If these traits should be diagnosed by an expert psychologist we would not be surprised to learn from him that such actions have for their foundation the innate love of man for his species. Idealists, poets, and other students of human nature have expressed this characteristic in various ways. Probably one of the most unique of which is the case of that New England poet who said, "The world is my country and all mankind my fellow countrymen."

From time immemorial all true reformers have used this sentiment as the basis of their dogmas, and it must be admitted that the results which they have achieved go to show that they were not far from correct.

All religious sects, philanthropic institutions and fraternities are undoubtedly actuated by such sentiment. And I have no doubt that the originators of the Rotary movement were also so actuated, their idea

being to bring about the greatest good for the greatest number of our kind, for the motto or slogan of Rotarianism is: "He profits most who serves best."

The most natural impulse, therefore, which comes to the initiate in Rotary as soon as he discovers the actuating principles of the society is the desire to have all others of his kind experience the same satisfaction he finds in practicing its principles. This impulse finds expression in his desire to increase the membership to greater numbers and he believes that restrictions as to qualification for membership should be removed in order to bring about such increase.

We are inclined to think, however, that the precaution taken by the originators of the movement in restricting membership to one representative from each line of endeavor in each locality was a very wise provision. It operates to make it difficult for members to neglect the principles of Rotary, preventing, as it does, the possibility of having the activities of the Rotary club directed in such a way as to benefit a few at the expense of the many. It prevents also any possibility of rivalry between the members in the illegitimate use of the club's influence. It appears very desirable, therefore, that these restrictive features be maintained so far as possible, and it is thought that any departure from such an attitude would be most likely to work harm.

There appears to be no objection, however, to the formation of more than one club in each locality where the population is large enough to furnish a workable number of members to each club, but I venture to suggest as an alternative that more co-operative spirit can be attained by one large active club rather than two separate ones, and an increase of membership could be secured by placing the restriction at two representatives from each line of endeavor, instead of one, thus maintaining a balance in membership which would have all of the good features of the first plan, combined with the additional advantages of having greater numbers.

San Diego Disagrees With Mr. Skeel

By Guy T. Keene of San Diego (Calif.), U. S. A.

IF ONE may judge from many short talks with various members of the San Diego Rotary Club Rotarian Skeel's suggestion to open the Rotary gates to more than one member in any business or profession has not met with favor.

It seems almost universally agreed that the one unique feature in Rotary is this restriction of membership, without which we would simply have another chamber of commerce or merchants association, each of which has its work to do, and doing it so well that there is no excuse for another.

With the greatly increased membership it would be impossible to hold the weekly luncheons, now the leading feature. No banquet hall would be large enough to accommodate them.

The tendency would be to divide into inner groups with petty jealousies cropping out, instead of the big jolly family circle which now makes Rotary so enjoyable.

We elect a man to membership, believing him to be the best representative of his line of business. If he withdraws for any reason, the firm cannot control the membership, showing that we elect the man and not the

business. That fact that one typewriter company is represented in this city, and another in Boston is no argument against the plan, so long as we have but one representative in our home city. It is the local man that we want to represent a business and not some particular company.

Few if any members are in the club merely for the dollars which may come from such membership, but the fact that we are proposed and elected as THE representative of our particular line, is what makes us lie awake nights figuring out ways to prove that your faith in us was well founded.

Rotary's wonderful growth was primarily due to its unique membership restriction, rather than to any fixed principles. Beyond our motto, "He profits most who serves best," a practical application in business of the old "Golden Rule," the philosophy of Rotary was vague and is still hard to define. Realizing this fact, the international organization is seeking suggestions leading up to a statement of Rotarian Philosophy.

In the meantime let us not do away with the feature that gives to each member in the club definite responsibility.

Preserve the Distinctive Feature of Rotary

By Paul S. Kantz of Phoenix (Ariz.), U. S. A.

ABOUT the only criticism heard of Rotary is the limiting of its membership to one representative from each line of business or at least having no duplication of their classification. This is the distinctive feature of Rotary and the thing that has fostered its wonderful growth and influence. Take it away and Rotary would be little different from any of the fraternal or commercial organizations. It is necessary so the club will not become unwieldy and unworkable in size; that it will be thoroughly representative and not dominated by any line of business; and able to compel the attendance of its members at the meetings. Every member knows that if he does not attend regularly and take an active interest he automatically forfeits his membership and someone in his line is willing to take his place.

I do not know that Rotary has increased

the business of any member. That is not a primary object as is sometimes erroneously supposed by those not members. New acquaintances have been made. Acquaintances have ripened into friendships; friendship begets confidence and business naturally goes with confidence and superior service.

You cannot get something for nothing. The only thing that was ever handed to me for nothing was something in the form of a lemon. The law of compensation holds as true in Rotary as elsewhere. If any member now has the patronage of a Rotarian that he did not have a year ago it is because he has been a true Rotarian in spirit. He has done his part in this organization, work that called for energy and application. He has done more than simply pay his dues and attend the required one meeting a month. If he has secured the patronage of his fellow members

it has come about through helpfulness, confidence and service.

Nearly two thousand years ago the Great Teacher expounded the principles of Rotary when he said: "Whosoever will be great among you shall be your minister; and whosoever of you will be the chiefest shall be the servant of all; for even the Son of Man came not to be ministered unto, but to minister."

Russell F. Greiner declares that "The primary object of this splendid organization is to prepare us for a higher and more efficient service. What greater love for our fellow man can we display than to spread the gospel of service, demonstrating to our brothers that

service is life's highest ideal, and that he who receives without rendering full service in return, receives either as a thief or a beggar."

Rotary service is being recognized everywhere. Rotary members are setting the pace. Other business men must get in line. If a Rotarian cannot offer superior service he can hold no claim on the patronage of his fellow members. Rotary demands service and the patronage of Rotarians should go where superior service is offered. No Rotarian should give another his business because of his membership. In fact the ethics of our organization demand that his business should be placed elsewhere unless superior service can be offered by his fellow members.

A Reply to Mr. Skeel

By Jno. O. Knutson of Sioux City (Iowa), U. S. A.

THE questions that have had Mr. Skeel's attention have, I dare say, been given careful attention by active Rotarians throughout the world. We have all at times been very sorry that certain big men in our various cities, thoroughly imbued with the Service Idea and in harmony with our efforts to promote ethics among business men, nevertheless could not be permitted to affiliate with us in Rotary because of the restrictions in our membership.

It was pointed out that Rotary has undergone a complete metamorphosis during its short history—that Rotary has "filled a long-felt need"; and yet that Rotary has succeeded "not because of its artificial restrictions, but in spite of them." Also that many Rotarians are unable to satisfactorily explain the reason for their existence as such, and that in many instances this results in embarrassments which imply an acknowledgment of selfishness and error. I was disappointed that Mr. Skeel did not propose some practical solution of these problems.

In my opinion the real success of Rotary has been brought about *partially* by the exclusive membership, *partially* by its representative character, and *very largely* by the *sociality* that has been made possible, because of the regular weekly luncheons. In fact I may say the *luncheon feature* of the Rotary club is perhaps more responsible for the good fellowship that prevails than any other feature.

I venture that if the weekly luncheon should be interfered with or if the restriction

of rules and regulations compelling attendance of the membership at the regular weekly luncheons should be removed that Rotary would begin to disintegrate. Why?

It is one of the discoveries of Rotary that when men get together frequently with their feet under the same table that the ordinary barriers of formality and reservation are somehow reduced if not eliminated. When this is done week after week, month after month and year after year a spirit of fellowship recognized among us as the "Rotary Spirit" has been born and we are unable to tell just how it has come about. We are unable to say just when it started and we are unable to say to what extent it may ultimately be developed.

Suppose we throw off the present restrictions on our membership. In my opinion this would result in an influx of new members that would absolutely swamp us. It would destroy the sense of personal responsibility that now exists and we would be unable to assimilate the new ones or give to them what we have found in Rotary.

Let each Club consider its own particular situation in the community. I dare say all of the really successful clubs would find about the same conditions. Take the Sioux City Club for example. We have a membership of about 130 with some classifications overlapping but in general we have aimed to confine a membership to "the principal vocation" represented. There are perhaps 150 to 200 men in our town who have already expressed a keen desire to become Rotarians,

but are denied the privilege of membership under our rules. Removal of the present restrictions would mean that we would immediately have to provide for 300 at our weekly luncheons, and I dare say that within six months our membership would be 500 and possibly 1000. Seattle would probably have a club of 1500, and in all large cities, the membership would be tripled and quadrupled. We would be up against the very thing we have avoided up-to-date, and the clubs would be unrepresentative and totally unwieldy. The intensive interest that is peculiar to Rotary would be destroyed.

Perhaps the greatest business men's organization of a National character, aside from the Rotary club, is the Ad club. The Ad clubs in various cities have prospered, and in various other cities have failed. Personally, I think this is a splendid organization, and I have had the pleasure of enjoying membership in the Ad club in Des Moines and in Omaha, and know something of the work of this organization. The Ad clubs have developed ethically. They have accomplished some real tangible benefits, and the very fact of their having been able to create a sentiment in the business world for *TRUTH* in advertising has justified the organization of the Ad clubs a thousand fold. If the Ad clubs can put upon the statute books a "pure advertising law" that will operate to protect the general public as do the pure food laws of the Nation in that field, the Ad clubs will have earned an envious position in the hearts of all ethical men, and will have done the world a great service.

It has occurred to me that the "Greater Rotary" as outlined by Mr. Skeel would be practically another Ad club, and that would be one reason why I cannot be in favor of it, because I believe that the Ad club is entitled to the place it has made for itself, and in the realm of its activities it will remain supreme, because it has practiced the initiative that has given it development. By throwing off the restrictions from the membership in Rotary, our membership would practically duplicate the membership in the various Ad clubs, because the same general principles would apply, and the same things that would appeal to men who join the Rotary club would also appeal to them from the Ad club.

In my opinion the strength and efficiency of any organization cannot be determined primarily by its size. In fact I believe that numbers have a tendency to operate against

efficiency rather than in promotion of it. This is true of many Ad clubs. It is true largely of the various commercial clubs and chambers of commerce, and I dare say, that in other large cities where the membership in commercial clubs is over 1000, that the entire activity of this organization may be found within a small coterie of active men, officers, directors and committee men to whom certain specific duties have been assigned. In other words, the work of these organizations must of necessity be limited to the coterie or clique of a certain few who have been designated to perform certain duties. The very fact that it is impossible to get in touch with all of the units of the organization makes it impossible to place the responsibility on the individuals and the rank and file becomes lost in the shuffle.

I think Ex-President Mead in his statement of the reasons for the Rotary club has clearly justified the restriction on membership by pointing out the fact that the selection of one man from each line of business and professional activity is at once a unique and scientific method of selection, and that as a result the Rotary club is the most representative body of business men the world has ever known.

What makes men join clubs, lodges, churches and societies in general? What is there in these things that appeal to men to make them sacrifice time, money, and effort merely to "belong," and take more or less active part? I have tried to analyze all organizations of men from the standpoint of motives that impel men to join them, and it seems to me that there are fundamentally only four distinct general motives involved; moral and religious, civic and political, pride and pleasure, ambition and protection. These four classifications may be otherwise worded and perhaps if handled by a real philosopher could be made clearer, but in explanation of the various motives I would refer you to the various organizations representing these different motives. First, we have the Church and all forms of religious organizations. This motive may also be included in some of the fraternal societies. The second includes clubs and associations dealing with sociological and municipal problems. These are largely altruistic and for the common good. The third motive includes clubs and societies for pleasure and recreation, more or less exclusive. The fourth motive is ambition and protection which includes all commercial clubs, trade organiza-

tions, Ad clubs and all societies for the advancement of individual and collective interest and efficiency.

I do not know how this appeals to others, but to me it seems that the Rotary Club, as we have it at present, includes each and every one of the above motives and to me this constitutes a sufficient answer for "Why is Rotary?" We find that as we have Rotary at the present time, the very highest ideals are not only expressed, but are kept constantly before us. We have the interest of civic and social work before us in almost every Club. We have an exclusive membership, and I dare say, a majority of our members are proud of their membership, largely because of the fact that it is so exclusive. The ambition on the part of each member in Rotary is to excel in his line, and that is one of the purposes of the organization. I dare say that there is no organization of men at the present time that so completely covers these fundamental motives as does the Rotary club.

Is the "form" as well as the "purpose" responsible for the Rotary we have today?

If the "form" is not important, then why has not the same intensive interest been found in other Commercial organizations? In my opinion the form has had much to do with the development of the purpose. In other words, the Rotary Club by virtue of its unique form has proven most fertile ground for the development and unfolding of the beautiful and practical ideals of Rotary.

I wish to repeat that Mr. Skeel does not seem to offer a satisfactory solution for the question raised. In fact, I fear that adoption of the suggestion to remove the restrictions we now place on our membership would be but the beginning of the end of Rotary's strength and usefulness. It seems to me that a much more reasonable plan would be to authorize the organization of additional clubs in all cities that can support them. I am also in favor of applying a liberal construction to our present rules insofar as they affect desirable memberships that may be endangered by reason of changes in business classifications, on the theory "Once a Rotarian, always a Rotarian."

IN EXPLANATION OF WHAT IS COMING

The next article in this symposium was given the title "Better Rotary" by the writer, Rotarian McLaughlin, the Real Estate member of Seattle, who was one of the first men to become interested when Roy Denny organized the Seattle Rotary Club in 1909. McLaughlin has always been an earnest supporter of Rotary locally, nationally and internationally, and his contribution of an article to this symposium must prove of interest to Rotarians generally.

Following McLaughlin's article we have next "The Restriction of Rotary Membership," by Arch C. Klumph, being a paper which he read before the Central U. S. A. Division Conference at Chicago, February 22nd, last. The Conference voted that it did not approve Mr. Skeel's plan. Rotarian Klumph is Past President of the Cleveland Rotary Club and a Director and member of the Executive Committee of the International Association.

Another notable contribution to the discussion which Rotarian Skeel started is the paper Past International President Russell F. Greiner read at the Western Division Conference at Wichita in January. The manuscript of this article reached Headquarters too late for inclusion in this symposium but we are looking forward to publishing Rotarian Greiner's reply to Rotarian Skeel in the May issue of this magazine.

Rotarian Mackintosh's breezy contribution on page 37, to start with, seems to have some connection with Rotarian Skeel's article, but it speedily develops an idea of its own—the taking care of those unhappy and unfortunate ones who involuntarily have ceased to be Rotarians.—C. R. P.

Better Rotary

By Earl J. McLaughlin of Seattle (Wash.) U. S. A.

THE Rotary movement is ten years old. The International Association of Rotary Clubs is five years old. From its beginning until the present time volumes have been written and spoken on the purposes and objects of Rotary and in explanation of its unusual rule in admitting to membership in any club only one firm or person in any line of business. At every Rotary convention during this time it has been the custom for the wise old fathers of Rotary to consider our objects and principles and to try to determine what Rotary is. And so we have as a final result of all this earnest discussion by most earnest men the following and only recommendation of the Houston Round Table on the Philosophy of Rotary.

We recommend that the president of each club appoint a committee of five, to send to the International Headquarters a report of what each club considers the "Spirit and Philosophy of Rotary," after a discussion of the subject by the club.

Far better would it be if our Rotary clubs of today could go back to those sincere days when our object was to influence business to our fellow members and when we adopted the rule of membership that would be most certain to bring that object about, unless we choose to go ahead and, with the simple, worthy objects that we now profess, reconstruct our membership regulations so that they would accord with and aid these new objects and no longer drive us into explanations that lead us through the mysteries of metaphysics, philosophy, morality and religion.

From the moment we decided that our first object would be unworthy of a club of large membership and tried to make out that instead of influencing business to our fellow member we were there to serve him, from that moment our troubles began and the result has been headaches, heartaches, tomes on tomes of discussion, ending with an appeal to all to help solve this grave and perplexing problem.

In spite of what our critics call our hypocrisy I believe that sincerity still dwells with us. I believe that if our clubs once see where the trouble lies they will go after it and pitch it out of the way.

We cast off our first object as unworthy.

We renounced all obligation to patronize our fellow member. We sent the statistician to the discard. We thought we were getting rid of everything that would remind us of our rejected first object but we kept the one thing that our founders counted most upon to bring that object about. We kept our membership limitation which admits only one person or firm in any line of business or professional pursuit.

Then watch us. Our objects change. How can we justify the fact that we retained our old membership restriction except on the basis that our aim is to serve our members? Here is where Service rides to the front to do battle for ourselves and the community in which we live. Service must be efficient, so we place Efficiency alongside of Service and look for new fields to conquer. Yet what club is there among all our clubs that honestly strives to make its meetings chiefly a school for business efficiency or gives a principal place on its program to spreading the gospel of Service?

An answer has come to the appeal of the Houston* Round Table. It aims, as we think, right at the source of our trouble. But it aims also at a matter that has hitherto seemed indispensable to the success of Rotary and for that reason it must stand for the closest inspection and, if adopted, must be proved beyond the question of a doubt to be the right course to pursue.

The proposition is: In a Rotary club a regulation that would establish a definite numerical limit as to its size, in order to prevent the club from becoming unwieldy, and that would provide that the membership be composed of men engaged in a wide range of business vocations, would be a more effective aid for the accomplishment of the objects of Rotary than the present regulation, which limits membership to one business house in any line.

The Rotary Club aims: First, to make its members thoroughly acquainted and especially as to the names of each and the line of business in which each is engaged. [I make acquaintance an object of the club although that acquaintance from the mem-

bers, standpoint is a means to an end or to a great many ends, depending upon the use for which the individual member desires it.] Second, to provide through its program such entertainment and instruction as a body of earnest business men desire and need. The use to which the member puts this instruction and entertainment may be different with different members. The object of the club is simply to provide these two things and leave their use to the individual. Third, to keep its members informed on public matters so that they may be able as individuals to influence public opinion.

We maintain, first, that the new regulation will serve as a better means of regulating the size of the club. In other words, our contention is that a numerical limit is a better means of regulating the size of our club than the one-man-to-a-line limitation is.

The truth of this statement is so obvious that it hardly needs argument. Size in our case is numbers. If it is desirable for any reason that one of our clubs should be a certain size, and no more, obviously a numerical limit is the most direct means of keeping it from becoming too large.

But, it is claimed, our present limitation works out satisfactorily as it is. I grant that, in most cases, this has been found to be true, but it is certainly only a matter of accident. There is no logical connection between the number of lines of business in a city and the number that may be comfortably taken care of in a given dining room. And while we have admitted that, in most cases, our present limitation works out satisfactorily, I have heard it claimed many times in our club that our numbers were too many now and that it would be better if our club were not so large.

How, under our present system, can you keep the number down if you think it is too large? Someone will say: "Keep our present one-man-to-a-line system but stop where you want to." I have no objection at this point to such a plan, for it is therein frankly admitted that a numerical limit must be resorted to to keep the club of the size desired and that is all I am seeking to establish right now. If the effectiveness of our present restriction is based purely upon accident and, without the aid of a numerical limit, cannot positively be counted upon to give us exactly the size of a club that we desire, it follows that the numerical limit will serve as a better means than our present limitation of regulating the size of any club.

We maintain also that a regulation that

limits our membership as to size in order that it may not become unwieldy and at the same time prescribes that it shall represent a wide range of business vocations, will cause us less criticism than a rule which limits our membership to one person or firm in the same line.

I quote from a paper by John L. Hall, who has written one of the most plausible defenses of our present system that has so far appeared. He says: "The first and most natural impulse of a young business man finding himself on a friendly footing among two or three hundred business men in a business club, and the sole representative of his line of business, is to try to secure business for himself from those about him." Certain it is that no other object prompted the use of this device when it was first employed in Rotary.

Mr. Hall goes on: "All clubs of this form will necessarily have the same object either expressed or understood and, to pursue such an object, no better plan of organization would be devised."

Mr. Hall here states, as well as can be stated, the cause of the outsider's criticism of Rotary. Our critic does not say that it is wrong for our members to try to get business from one another on the basis of competition with those outside the club, on the basis of merit, but he does say that it is wrong for us to award business to our fellow members on the grounds that they belong to the same club, and he feels very strongly that our present membership limitation of one man to a line necessarily fosters the latter course and that this purpose is understood if not directly expressed. Explain to him that your objects are otherwise. Tell him you meet to get acquainted and to spend an entertaining and instructive hour with representative business men and he will invariably come back at you with the question: "Why then do you limit your membership to but one man in a line?" That is all he objects to. Remove that restriction and he is satisfied. He knows why that restriction was used in the first place, but, whether he knows that or not, he can see the implied purpose of it just as well as Mr. Hall does in his paper. He holds that business should go as the reward of merit and that this merit should be determined by free and open competition among all the firms in a given line. He is right. We must admit that.

Then we contend that the first thing to be done is to discard this one-man-to-a-line limitation and thereby get rid of any semblance

of trying to get business on any other basis than that of competition.

Some limit, however, is necessary. A club might become so large that its members could not hope to become well acquainted. Also we have to consider the capacity of the dining rooms, etc., that are available for our luncheons. No one can have the slightest objection to our placing a numerical limit to our membership that will make our numbers conform to a size that will permit all members to know one another and that will permit us all to get into our luncheon room. A social club has facilities for accommodating a certain number of members. No one can object to their placing a proper numerical limit upon the size of their club. It is the commonest thing in the world for clubs to have a numerical limit. There is a reason for it. It is a good and valid reason and is never questioned. It violates no principle of fair play.

But, it is claimed, a man who is not admitted to membership will doubt the choice of our selection from the men in his line. No doubt some will but their criticism will at least be based upon the contention that they know better than we do whom we want for members, and not upon any idea of unfair play in the award of business preference. If we claim, which would not be wise, that we have admitted a member because he is the best man in his line, he might challenge our judgment on that point. But if we say that we want that man because we like him and believe that he will be congenial and that he will be able to contribute to the success of our meetings, what can he say then? Here again our club is just like almost every social club.

Again, it is said that we can in time explain away this criticism by patiently convincing each man who advances it that this one-man-to-a-line limitation really has not anything to do with our real purposes. I hold that when we think we can maintain facts that are absolutely at variance with the laws of human nature we are headed straight for defeat.

By showing, then, that we are rightly and irrefutably criticised for keeping this one-man-to-a-line limitation and that no possible objection can be raised to the proposed regulation, it follows again that the proposed regulation will give us less cause for criticism than our present one.

A member will be interested in Rotary in the degree that he thinks it profits him. Self interest in all degrees from plain selfishness to enlightened self interest will be found

at the bottom of things that compel the enduring attention of men. Men are not attracted by duties and responsibilities. If they are to reap gains from a certain position they are willing to shoulder their full share of the responsibilities that go with the position but it is never the responsibilities that are the attraction. (Note that it is frequently argued by those who favor retaining our present limitation that in Rotary a man feels a sort of responsibility to his profession or vocation and that this is one of the reasons why he is anxious never to miss a meeting.)

Will then our member be more likely to profit by an acquaintance with members chosen in conformity with a regulation that places a numerical limit to the size of our club, at the same time providing that it shall represent a wide range of lines, or by an acquaintance with members chosen under our one-man-to-a-line limitation? In asking this question we care not what his object may be, whether it be the more narrow one of profit in his business or the broader one of profit in character building.

If, in the selection of our members, we have only to be restrained by a numerical limit and a provision that our club must represent a reasonably wide range of lines, we shall be permitted more latitude in selecting the kind of men we want for members than where we are limited to one man to a line. The man we want might be barred by our present restriction but no man that we want would be barred by the proposed regulation unless the numerical limit had been reached or unless by admitting him we substantially disturbed the representative character of our membership. We would thus be able to select men who had more interest in common, men who would be more likely to develop into close friends in Rotary, and, being under no necessity of making apologies, excuses, or giving interpretations and reasons for any questionable feature in our form of organization, the man we would attract would be more likely to be of a higher personnel.

We mean no reflection upon the present high character of Rotary membership but, if we desire to get rid of the cause of the outsider's criticism, it must mean that we want to be able to have as members a great many men who now remain outside because they see that there is in our form of organization a provision that cannot have any but an unfair object.

It must have occurred to our members many times that, being under the necessity of admitting only one-man-to-a-line, and, at

the same time, of keeping our membership up to a certain number, we are obliged to take the most available men in the unrepresented lines and that this has necessarily given us men of such different tastes, men of such varied interests in life, that they could not possibly be welded together in the same close relation as though we had had more latitude in choosing them in the first place.

It is true that the common interest in Rotary has not been so weak as to cause complete lack of interest. It is true that our members are perhaps better united than those of most other organizations. All that is needed to bring about an even more substantial interest in common is to give us a little more latitude in the selection of the men we want and not tie us down to the one-man-to-a-line restriction, greater freedom to select the very best men available, and by best men we mean, of course, men of the highest type, men who will be congenial, men whom we like, men who will be able and willing to take their part on our programs, men of affairs, men every one of whom will be a distinct credit to our club and who will make it in truth a club of representative business men.

So long as our clubs are luncheon clubs they cannot be large in numbers. If we cannot have quantity, at least let us have quality. This is by all means the most important reason why we should do away with the one-man-to-a-line limitation.

The proposed regulation, then, in giving us more latitude in the choice of members and thereby making it possible for us to select a membership having more in common, one with more interest in our club and in its members, will profit us more through our acquaintance with such a membership and through the entertainment and instruction that will appeal to a club so formed. With greater profit to the individual member, it follows that the attendance will be better and this hastens the day when we may abandon the rule of compulsory attendance which many of our clubs feel the necessity of insisting upon under our present system. During the short existence of the Seattle Rotary Club we have lost as many members as we have today. With greater interest in our club we have every reason to believe that such a condition will not occur under the regulation here proposed.

The proposed regulation, therefore, will prove a more effective aid than our present one in promoting a better acquaintance among our members because our clubs will be exactly the size we want them to be, be-

cause our members will derive more profit in every way from the acquaintance formed, and because our members will be more likely to develop into fast friends on account of a more substantial interests in common.

The new regulation would be a more effective aid than the present in providing the kind of entertainment and instruction that a body of earnest business men desire because our membership would be composed of a larger number of men able to take part in the programs and, on account of the superior personnel of our membership, able men outside of the club would be more willing and anxious to speak before us at our luncheons.

With better programs, the new regulation would serve better than the old in providing us with better discussions on public questions and in thereby making us better able to exert as individuals a more healthful influence upon public opinion in these matters.

Let us look for a moment at some of the fallacies in the arguments of those who oppose this change.

As we have seen, a great deal depends upon what we understand to be the true object of our organization. Some have gotten off on the wrong track by assuming that the object of Rotary is to promote the vocational success of our members and by stopping there. Is that the object of Rotary? If so, then some of us have made an awful mistake. But if it is, would it not still be more profitable to the members of such a Rotary Club to eliminate this one-man-to-a-line restriction and thereby be able to attract into your membership men who will not belong to Rotary today because they believe that it works in an unfair way? If we are out for business pure and simple, shall we not still have to recognize the fact that business today insists more than ever upon fulfilling its full responsibility toward society in general. Even if we were solely on business bent we should in every way preach and practice the duty of business to mankind and should completely eliminate any suspicion of unfairness on our own part.

Again we often hear it said that when we eliminate the one-man-to-a-line limitation we destroy the unique and distinctive thing about Rotary, that everything depends upon this single element, that our purposes and objects are the result of this element, that Rotary starts with a form of organization and discovers from time to time its purposes as they unfold themselves to us out of this form and that for Rotary or any other club to

start with a definite set of objects and then decide upon the form best suited to those objects would be to proceed in a wrong and unscientific way. Let us consider this.

It is perfectly natural for our members to fall into this way of reasoning for, ever since we discarded the one object which this one-man-to-a-line limitation was intended to serve and still retained the old restriction, we have, as a matter of fact, tried to discover other worthy objects that justified our retaining it. It was on account of our deep respect for this one-man-to-a-line limitation we decided that, after all, we were organized to serve one another and to do for one another as we would be done by, and that, if service was our end, efficiency also should be another object. But while there is this measure of excuse for those who argue that the form is cause and the objects the effect, I believe that reason will insist that we should regard the form of our organization as the means by which we accomplish our objects.

This latter position is the one that we hold who favor the change and we claim that the distinctive thing about Rotary is the object that we are seeking to attain. To recognize that this object is indeed unique we have only to remember that, before the advent of Rotary and to a great extent even now, few if any organizations of business men were organized to promote acquaintance to the degree to which Rotary aims, and the instruction for

business men that we try to provide, and to prepare their members to assume their full responsibilities as citizens as we seek to do through our programs.

There were, it is true, clubs that may have tried to accomplish these objects but they subordinated them to other objects while we made them chief and sole objects and in so doing made our club distinctly unique in its purposes. To say that Rotary will ever be just like a chamber of commerce or a commercial club means that we will adopt the same objects and certainly no one is suggesting that Rotary do that.

I ask every Rotarian who is familiar with the work of his club to test these observations in the light of his own experience. You who have served upon your membership committees, do you not have greater difficulty in getting the type of men you want as your club grows larger? Is this because these men cannot be found or is it because they are barred by our present restriction? Is it not true that you have to do the best you can and let it go at that? And what will you do when, as is happening in the older clubs, some lines have been represented by two, three or four, representative men who each in turn have dropped out? Will you not then, having had the cream, be forced to take the skimmed milk? This is really the greatest problem before Rotary and the present is not any too soon for us to consider it and solve it.

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The Restriction of Rotary Membership

By Arch C. Klumph of Cleveland (Ohio), U. S. A.

FELLOW ROTARIANS:—I have been accorded the task of presenting a paper to you on "The Restriction of Rotary Membership." Is limitation to one representative to a line of business or profession an indispensable and permanent feature of Rotary?

In the December issue of *THE ROTARIAN* there appeared an article by that Master Rotarian E. L. Skeel on this same topic in which he firmly declares:

"In the future Rotary would be better if we were to allow free and unlimited duplication of classifications."

In his preface he states:

"Such a discussion is now imperative and out of it will come a settled conviction that our present form is right or that another must be substituted."

As an essay Mr. Skeel's article deserves a place in the archives of Rotary and all Rotarians should commend him, realizing as we do, his honesty of purpose for bravely throwing this topic into the arena and it may perhaps be well that we give the subject serious consideration while we are in the childhood stage rather than to postpone it to a time when it might cause greater disaster than it will now.

Mr. Skeel's article, as an essay, I hesitate to combat, but as to the principles which he puts forth I cheerfully take issue. In my opinion every argument conceivable in favor of Mr. Skeel's theory is brought out in his article and I, therefore, consider that the most efficient and systematic way to take the other side of the issue is to use his article clause by clause and give you my different viewpoint. There are many statements in which I fully agree with him, and will endeavor to point them out to you as I proceed.

In the first place we should perhaps stop and ask ourselves who is crying for or demanding this radical change in the fundamental principles of Rotary. My own answer to that query is that while it has been my privilege to visit a very great number of the largest Rotary Clubs in this country during the past two months and to attend the last two International Conventions, I have never heard any request for this change, except from Mr. Skeel and I believe one other member whose name I cannot recall.

Next let us consider some of the reasons given by Mr. Skeel for his proposed new idea. First he states:

"There are some men outside of Rotary who are a little suspicious of our good intentions."

Second he states:

"It will give us a much larger membership which will bring us benefits in many ways."

Third:

"Upon duplicating classifications and enlarging our clubs we will become a 'Greater Rotary.'"

In answer to the first reason given by Mr. Skeel, as above stated, I am not going to take the position of saying the public be dashed because I really believe that any man or any organization of men must conduct themselves and their business so that it may not offend the general public, but in this case I cannot concede that an occasional suspicious man outside of Rotary is sufficient reason for us to change one of the most efficient features of our Organization, unless we ourselves are satisfied that such action would be to our benefit. It is a beautiful thought to recall the tale of the Good Samaritan who, when the stranger knocked at his door, took him in and gave him food and shelter, but if when the stranger knocks at your door it is your belief that taking him in would mean the wrecking of your home, what would be your attitude under such a condition? My opinion is that I would protect my home first and then I would try blame hard to find the fellow some other place to sleep. Perhaps if his condition were serious enough to warrant, he would be satisfied with the hay mow for a short time until my home might be so adjusted that taking him in would cause me no serious consequence.

My answer to the second reason given by Mr. Skeel, that it will increase our membership, I am firmly of the opinion that there is no cry or need of an enlarged membership in our clubs at the present time, rather than that the question is, are not many of them now growing too large and are there any Rotary Clubs who are not so well fixed financially that they need overburden their membership for the purpose of increasing their bank account?

In answer to the third reason, as to our becoming a Greater Rotary I surely do not agree at all that a large membership and duplication of classifications will in any way constitute "Greater Rotary."

Surely this whole question cannot be raised to-day on account of needing improvement in the growth of our Organization for Mr. Skeel in his article states:

"Its spontaneous growth, its sustained membership, its large percentage of attendance, the spirit of its members and all their active participation in the meetings, all testify that Rotary is useful to its members."

This indicates that we are succeeding almost too well under the present plan of organization, therefore, any consideration of this radical change must be either as a matter of principle or selfishness and greed.

As to the causes for Rotary's remarkable success, Mr. Skeel says:

"We should confine our attention to those things in which Rotary is unique and distinctive."

In this I thoroughly agree with him. Our participation in civic or charitable enterprises is not the secret of our success for this is duplicated in practically every business and industrial organization. Wholesome recreation which we have, can be found in other organizations and as Mr. Skeel well puts it, the two things in which Rotary is unique and differs largely from any other organization is first, in its form of organization or basic principle which is, that there should be one leading representative from each line of business or profession.

The second distinctive feature is not necessarily, as he says, that we are pre-eminently a business club, but rather in my opinion that the whole spirit of Rotary is to teach the doctrine of better character in men's private and business life and the value of service not alone in our business, but service to our Country, State, or community, our fellow beings and our family. These two distinct features are what is making Rotary so wonderfully successful.

I take issue with Mr. Skeel when he states that Rotary has succeeded in spite of its artificial restriction on membership. I firmly believe that it has succeeded largely because of this restriction and as proof of my claim I defy you to show wherein every other feature of our Organization cannot be found in other business organizations. Our Chamber of Commerce provides the opportunity of participating in civic and charitable enterprises. It affords the opportunity as do almost all

other industrial organizations, of hearing discourses on the subject of business and business methods. It affords us the opportunity of even a much larger acquaintance. Our Builders' Exchange does the same and so also does the Advertising Club and any other number of institutions and when you come to analyze the whole situation, I say you will find that Rotary is not distinctive to any great degree, except in the fascinating form of its membership and the principles for which it stands. What Rotarian is there will deny that each and every time he enters the room where there is being held a Rotary Luncheon, who is not fascinated by the thought that here is an organization in which no two men represent the same line of business. Again I emphasize that there is a fascination to this form of membership and to it I concede a great portion of Rotary's wonderful success. It is true that the form of organization will not be sufficient if its purposes are not big, broad and worthy. Mr. Skeel says:

"Our unnatural restriction prevents many honest, progressive and ambitious business men from participating in the benefits of Rotary."

I do not think this is true for while no more enthusiastic Rotarian lives to-day than myself, I cannot concede that a man cannot practice all the principles of Rotary in other organizations as well as ours.

As I said before, there are greater opportunities in our Chamber of Commerce with its thousand members, our Athletic Club with its two thousand members, our Builders' Exchange with four hundred members, our Advertising Club, our Chamber of Industry and other organizations, to enjoy acquaintance. But after all are we the only organization which has restrictions upon membership? For instance take our Builders' Exchange in Cleveland, of which I have the honor of being President, we constantly turn down applications for membership for the reason that the applicant is not exactly identified with the building industry. The Ben Franklin Club will admit no one but a printer. The Board of Lumber Dealers will admit no one but a lumberman. The Advertising Club is pre-eminently an organization consisting of men identified in some manner with the advertising game, the University Club admits none who have not attended college, and so with many other organizations there are certain restrictions which will keep honest, ambitious and progressive business men out of their rosters. Does the public look toward

all these organizations with suspicion? I think not.

I believe that Rotary has succeeded partially because of its form of organization and also on account of its teaching Character. I have always believed that Rotary is doing for its members and for mankind, to a certain degree, what the Church has failed to accomplish. There is a large percentage of business men in the world to-day who are not strong on Religion and attend Church but seldom, but there is also a very small minority of the business men of the world to-day who do not quickly grasp membership in an organization which is teaching good principles and righteousness of character and that is what is making Rotary succeed. It is true that many things which are merely an incident to our Rotary life, aid in its development. The feature of acquaintance and good fellowship, the opportunity of studying improved methods in business, all contribute their share. Mr. Skeel says:

"Rotary seeks to help each member to do what every business man has long been trying to do for himself, viz: to make his business a science and to study and develop it as such. Where else did this opportunity exist at the time Rotary was first organized? Nowhere."

I think Mr. Skeel is entirely mistaken in this thought for as I have stated before, this same opportunity is afforded us in almost every industrial, commercial and civic organization in our cities. The keynote of our Chamber of Commerce is business and but mighty little else. Mr. Skeel says:

"I am firmly convinced that the time has come when this restriction on membership should be removed, when the doors should be open to every progressive and reputable business man."

And now note these words:

"Subject only to such reasonable restriction as to total size."

If his proposed change in our Organization is a matter of principle at this point he absolutely contradicts himself, because he admits that there must be some restriction and I ask you to just stop and think a moment on this point. Take for instance my own case. There are forty retail lumbermen in the City of Cleveland. If we should follow out Mr. Skeel's advice and admit more than one man from each classification, how many would you admit? Surely you could not take in the Cleveland Rotary Club, forty retail lumber dealers, but supposing Mr. Skeel should put the number at six. Have you to the slightest degree improved our principle? Are you not still barring out

thirty-four honest, ambitious, progressive business men, otherwise acceptable, from participating in the benefits of Rotary? You absolutely are, and this, to my mind, conclusively proves the folly that it is practical to change the fundamental principles of our Rotary Organization as a matter of *principle* for if we were to follow out the principle absolutely, you could not limit the number of members under any classification and it would be perfectly possible for the Cleveland Rotary Club to be made up of forty lumber dealers, one hundred fifty lawyers, one hundred doctors and fifty preachers and, Oh, Lord, what an organization that would be.

Then let us consider Mr. Skeel's enthusiasm for a larger membership. Do we need it? Our Cleveland Rotary Club today consists of about three hundred fifty members, there being no duplication of classification and it is perfectly possible for us to increase our membership to at least five hundred members and still duplicate no classification. This is as large as any one Rotary Club can probably ever become and be of any service to its members, therefore, I contend that Mr. Skeel's principle is a failure and that the increased membership is not required.

I agree with Mr. Skeel that Rotary has fortunately changed the meaning of its famous motto "He profits most who serves best." I do not wish to pluck a single jewel from the crown of our Creator, Paul Harris. He created Rotary by sowing the seed and then consigned the care and development of his great creation to us. The foundations of the first Rotary Clubs were laid in quicksand, but fortunately before the structure became too massive it was moved and founded on a bed of rock where it will withstand the storms of the ages.

Mr. Skeel says in substance that:

The original co-operative back scratching principles might be acceptable and beyond criticism were the membership not limited.

To my mind this practice would be just as obnoxious and dangerous to our future life if carried on with an allowed duplication of classification if we were to make it one of our tenets and the principle in such a procedure could rightfully be termed to some degree Restraint of Trade. I rather prefer to agree under any and all conditions, with Mr. Albert of Minneapolis in the doctrine which he laid down in his memorable address at Buffalo.

Quoting again from Mr. Skeel he states:

"I see no difference between an organization

which frankly asks for the direct exchange of business and one which, while condemning it, nevertheless maintains an artificial restriction on membership so that its members may get the exclusive benefits of a preferred opportunity for acquaintance."

I cannot believe it possible that the eighteen thousand good business men in Rotary to-day have any such false impression of our reason for limiting membership, nor are we hiding behind any cloak endeavoring to deceive ourselves and the public. On the contrary it is merely our belief that one man from each line of business makes our organization unique, distinctive, interesting, and educational. In refusing to accept to membership, an applicant for the reason that it would be duplicating a classification already represented, it is not for the reason that the new applicant might divide some business after becoming a member, not to the slightest degree, should this be the thought, but we do not accept him to membership because he could bring us no new message, his line is already represented. To illustrate our lack of selfishness in this question let me illustrate by saying that we accept a member under the classification of Department Store, this man sells almost every line of goods, represented in the whole Rotary Club. If the idea of duplication of classification meant the division of orders from members, this member would be a Rotary Club almost entirely unto himself or his classification would exclude fully 50% of our members, but that is not the idea. We do not question the department units of his business, but take his business as one big unit and find that the problems of his great business are entirely different than the problems of the individual boot and shoe merchant, the individual stove dealer and other lines, therefore, his membership is a real value to us separate and distinct from the merchants who individualize and yet sell the same articles as are found in the department store.

This illustration ought to be conclusive proof of the real spirit of limited membership and what is truly meant by duplication of classification.

Mr. Skeel states:

"By letting down the bars, the co-operative back scratching system would be workable."

We must be convinced that the change then is purely one of selfish greed, that the real purpose is to get more fellows in from whom to squeeze orders. The present limited membership is our defense against selfishness. The other plan would be to confess it. If

I were in Rotary to-day for the selfish purpose of the business I could get out of it, I would say take them all in.

Mr. Skeel in his essay again states, note carefully:

"The average business man has not been in Rotary for the comparatively trifling patronage that his acquaintance there would obtain. He recognizes the value of acquaintance and promotes his acquaintance in Rotary just as he would elsewhere, as a natural and proper business step for him to take. His great markets, however, lie in the world beyond. The business man whose membership is worth while has larger markets in view than the three hundred potential members of this organization. Furthermore, if he has learned the lesson of service, neither acquaintance nor psychology will keep his patronage within the fold, if he can get better service without."

I agree with him fully and in this paragraph Mr. Skeel makes my argument for me. Where is our selfishness?

Quoting again, he states:

"The larger the field, the larger the influence and the greater the opportunity for good."

I claim that this is fatal logic and I base it on the old story of the farmer who, when he owned one acre of ground raised 500 bushels of potatoes and then said to himself if I have a thousand acres I will raise 500,000 bushels, but found when he tried it that he could not work a thousand acres with the same degree of efficiency that he could one acre and so it will prove with the Rotary Club. There is a limit to the membership of any club from which efficiency can be procured.

Mr. Skeel then tells us:

The presenting of papers on each man's business would be better if we had many men from the same line of business.

Supposing we had fifteen lumbermen in the Cleveland Club. Would any one of these men be satisfied to have his fellow lumber dealer advertise his business and proclaim his efficiency, service, etc. without each other lumber dealer demanding the same opportunity? What would be your attendance at luncheon when the fifteenth successive lumberman had told his story? Would there be any interest in this kind of a program? I ask any one of you what the answer is in your own mind. Can you anticipate six, eight or ten men of the same line of business, lecturing on their business without contradicting each other and stating that some of the claims made by their competitors were false, etc? Trouble would brew and we would soon be compelled to add another officer to our official family, namely a Referee. While I do not think that so many

papers are submitted at our weekly meetings in which the lecturer would hesitate to have his competitor present, yet I believe there are cases where this is true. I believe I can cite some cases where members delivered messages that they would not care to give were a competitor present.

Mr. Skeel in another clause states as follows:

"Competition is coming to have a different meaning today free from that of the nineteenth century. Then competition meant loss, waste, ruthless destruction and the adoption of any method to rid one's self of a competitor."

I say competition to-day means exactly the same thing. It is true that there is a growing tendency toward coöperation among competitors so far as our anti-trust laws will permit, but let me tell you one thing most positively, a Rotary Club will never be a place where, if the bars are down, fifteen or twenty lumber Rotarians could take up the problems of the lumber industry and work them out. This is not the function of a Rotary Club and never can be. Every living trade today has its own organization for that purpose. We have our Cleveland Board of Lumber Dealers, the lawyers have the Bar Association, the grocers their Association and so on clear down the line, every distinctive type of business has its own organization for the working out of its own problems. Rotary will not and cannot perform the functions of these organizations in working out the problems of the different lines of industry and commerce.

Quoting again this clause:

"Our present limitation of membership stifles the activity of its members. It stunts its growth. It restricts its spiritual development. Rotary today is ripe for expansion."

On the contrary it has expanded, if anything, too fast and if the stifling of the activity of its members means the stifling or squeezing of orders from its members as a Rotary function, I say let's keep it stifled.

Mr. Skeel says:

"Consider also the value a larger organization would be to its members in the way of affording better facilities for the study of business science."

I cannot see that this would be the case. Your facilities for studying business science are based on the number of lines of industry and profession represented not by the number of members in each particular calling. Then again he says:

"With a larger membership we would have a larger income in the way of membership fees and

we could employ the best of experts to travel, giving lectures upon special subjects."

Let me say that we have no trouble in getting all the lecturers on special subjects that we want.

Again he says:

"This could be supplemented by papers prepared by the best of home talent and the result would be that the meetings would become so valuable to Rotary members that membership would be highly prized by the biggest men in the community."

I want to tell you in answer to this that our membership is highly prized by the biggest men in our community and we have them in the Cleveland and other Rotary Clubs to-day.

When he speaks of a more efficient Rotary Magazine I agree with him. THE ROTARIAN has been the subject of much discussion by the Executive Committee during our term of office and with the help of Secretary Perry we believe we have some ideas for the future improvement of THE ROTARIAN and it must and will become the most valuable and instructive business magazine in the world and without forming clubs of one hundred doctors and one hundred lawyers.

Another quotation:

"Where Rotary fails is that it virtually chooses one's business friends for him instead of giving him a large assortment from which to select for himself."

I cannot comprehend the meaning of this clause for certainly no one has the notion that our only business friends must be our fellow Rotarians.

Another quotation:

"We insist upon compulsory attendance, and yet this is in total disregard of the fact that for a large majority of our members the acquaintances formed in the Rotary Club are not those who would naturally be selected with a view to their probable contribution to the member's success."

This clause clearly indicates that Mr. Skeel's idea of taking in a member is based on how much can he contribute in the way of business and not what can he contribute in character.

Another quotation:

"These same benefits would accrue in a larger organization and the members would at the same time be able to scientifically pursue acquaintanceship."

I can only interpret this to mean that the scientific pursuit of acquaintanceship is the squeezing of orders. Follow this point in Mr. Skeel's article.

"Furthermore, those who argue for the present

limitation of membership as a desirable one in acquaintance making, overlook the International aspect of Rotary. As stated above, trade is today nation wide and world wide in scope. Practically every manufacturer has a field beyond the city in which he lives. If there is any logic to the limitation of membership to but one in each line of business, then it should be carried out in an International way, and yet we have half a dozen automobile manufacturers in the different Rotary Clubs. We have dozens of manufacturers in the different cities whose goods travel over the whole world and compete with each other in every market. The present restriction does them little good at home and no good abroad. In one city we have Dun's and in another Bradstreet's; in one city we have the Burroughs Adding Machine and in another the Comptometer or the Wales, in one city the Underwood, in another the Remington. Our present limitation is either wrong as applied to the individual club or if it is right it nevertheless hopelessly falls down when tested from an International standard."

From the foregoing clause I must confess that Mr. Skeel's whole idea of Rotary differs entirely from every other Rotarian that I have had the pleasure of meeting. The whole purpose of restricting membership to one man in each line of industry is not from the fear that a competitor might get some of the orders, but is based entirely on the theory that the whole future success of our Organization rests largely in its unique and interesting form of organization wherein we permit but one man from each line of industry. Rotary is not intended, nor ever was intended to be used to exploit the business of any one particular railroad nor one particular manufacturer of automobiles or any particular mercantile agency. Supposing the Chicago Rotarian is the Manager of the Bradstreet's and the Cleveland Rotarian is Manager of Dun's, Chicago took the Bradstreet man because he personally was the kind of man they wanted, perhaps Dun's was not. In Cleveland we perhaps took the Dun man because he was of a much more desirable character. The same is true of the automobile or the railroad. Mr. Skeel plainly exhibits the fact that it is his idea that the membership in Rotary represents the institution, and not the man. In this I maintain he is entirely wrong and again my argument proves the unselfish motives of Rotary as it is today. We do not insist that the railroad passenger Rotarian in Buffalo, Cleveland and Chicago Clubs must all be Nickel Plate men, if we did this would be eminently wrong. Therefore, it is perfectly correct and entirely practical that we should continue to restrict the membership to one man from each line of industry in each individual club and it has no bearing whatever upon the International aspect and it is

a matter of no consequence whatever if the Rotarian in one town represents one make of auto and the Rotarian of another town represents another make and they both meet in competition in the third town.

Another clause:

"In advocating the removal of our present restriction, I do not mean that we should surrender our right to make such reasonable regulations as are necessary to maintain the club as an efficient organization. To prevent a club from becoming unwieldy in point of numbers, numerical restriction is always proper and what is reasonable should be determined by each club for itself according to its capacity to accommodate and assimilate its members."

In answer to this I say that there is not a city of any consequence in this country that cannot produce a Rotary Club to the unwieldy point and not have a single duplication of classification.

Now we come to Mr. Skeel's last stand "Greater Rotary." It is his theory that Greater Rotary will be a duplication of classifications, any number of men from each line of industry, great big clubs and big cash balance, etc., etc.

No, no, my friends, this is not Greater Rotary. Greater Rotary must be made in our Organization as it is to-day. Greater Rotary cannot be measured by numbers, nor by dollars and cents, nor by the greater advertising possibilities in *THE ROTARIAN* and all the other arguments given by Mr. Skeel, but you will have Greater Rotary when you have taught each one of the eighteen thousand Rotarians today what the real meaning of our great motto is and stands for. When you have taught them the value of improving their individual character and the value of putting more character into the conduct of their business and that this is what is meant by the scientizing of acquaintance and then when you have taught these eighteen thousand Rotarians that Rotary is a great International Organization and means something more than just an individual local luncheon club, that Rotary is not a thing for the stomach but of the soul, the heart and the mind then, and not until then, will you have an improved or a Greater Rotary.

Mr. Skeel rightfully says:

"I have seen many members show the greatest embarrassment when asked the question, Why we limit our membership, showing plainly that they were unable to furnish any logical reason."

True, and why? Because those men have not yet learned what Rotary is. We say we have eighteen thousand Rotarians to-day. No, this is a colossal mistake, we have eight-

een thousand members, we have eighteen thousand men who pay dues, but how many real Rotarians have we, men who have learned the meaning of the motto, men who are practicing Rotary as it should be practiced, men who are not in it for the orders they can squeeze out of it, but who have grasped the idea and true meaning of "He profits most who serves best." That is the great problem before this Organization today. Better and Greater Rotary will never be acquired in any other way. We have been too successful, we have grown too fast. As a boy in his teens reaches the same height, weight and strength of the full grown man, yet he is but a boy and there is still a greater development that takes years of life and learning before the frame and skeleton becomes the real man of wisdom and usefulness.

I am not going to proclaim myself a Prophet, but Rotary is reaching the critical stage, it has been living on enthusiasm. Enthusiasm is a spontaneous thing. International Rotary must be studied and managed most seriously, deep consideration and careful study must be given to all its problems.

Without doubt, as time goes on we will find it necessary to change some of those things which may have been the most efficient in the beginning. This is the true history of all things, but what I do claim is that there is not the slightest need of any thought, at this time, of changing the fundamental principle of one man from each line of industry. If there is anything to the fact that we are keeping out any unreasonable number of men who are honest, ambitious and anxious to enjoy the fruits of Rotary, then I say to you that in my opinion, we could with less danger to our structure or Organization, adopt the method of Masonry in permitting several lodges in the same town.

Personally I would sooner see six Rotary Clubs in the City of Cleveland than to see a single duplication of classification in any one club, and I warn you if it were done the walls of Rotary would crumple, totter and fall within a short time and this would end the history of an organization which bids fair to be of untold benefit to the world's business ethics of the future and a calamity to all business men.

A RECENT LETTER FROM ROTARIAN SKEEL

Just as this issue of our magazine went to press the editor received a letter from Rotarian Skeel from which we make the following quotation, knowing that it will be of interest to our readers and feeling certain that it can not meet with the disapproval of Mr. Skeel.

"I would concede that as a practical working proposition it would not do to try my plan in very many, if any, of the cities at the present time. I would furthermore, like it made clear that even in my first article I did not advocate opening the doors wide to membership. I merely changed the plan of limitation.

"As I stated to you some time ago, the principal object of this paper at this time is to promote discussion. Rotary cannot go on carrying on its shoulders two inconsistent ideas and that is what it was trying to do at Houston.

"The one justification for the present restriction on membership is because, by its appeal to self-interest, it tends to make the members take an active interest in the club.

"What I hope will be the result of my paper is that we shall frankly say: Let us make use of the motive of self-interest as an agency for upbuilding a successful club and this powerful organization in turn to be used to build up service, business stand-

ards, etc. This is an argument that would have some logic to it and would be true and justified as long as it would be necessary.

"Such an argument would not be inconsistent with the position now taken by a great number of our members in Seattle. They say that so far as the Seattle Club is concerned such an appeal to self-interest is no longer necessary to carry on successfully the work of the club. In fact, they say the club can operate more successfully without it from this time forward.

"However, I would be the last one to consent to allow the Seattle Club to make a change of this kind without receiving some support from other sources. Nor did I mean by my article to start a campaign for the adoption of this idea. It was only a suggestion and the details are crudely worked out. I have them worked out in better shape now but it is not necessary to present them further. My hope was that this argument would result in more clear thinking on these questions."

Involuntary Past Rotarians

**Suggestions for the Retention in
Rotary of all who have proved
their right thereto. Submitted by**

Charles Henry Mackintosh

(This most interesting article is printed without expression of either approval or disapproval upon the part of THE ROTARIAN. It deals with a topic that many Rotarians believe requires most thoughtful consideration.—EDITOR'S NOTE.)

“WORDS are like leaves,” says Horace in his *Art of Poetry*: “Some perish every year and, every year, a younger race succeeds.”

Now words are frozen thoughts and thoughts are the mental lifeblood of men, which is a flowing force, coursing into new forms continually.

It is well that words should change and pass and that newer, more virile ones should grow into their places, because ideas grow and the race grows with and through them.

But even a word does not die until its usefulness has been expended in service; until a newer, better word has entered into the place which this former one prepared for it.

If this be true of a word, must it not be equally true of a man, who is a million words, each of which is a living, flowing, growing Idea?

We have come to recognize the fact that it is true; that there is indeed a natural conservation of men even as there is a natural conservation of those forces which are the products of men.

Men do not die until their work is done, though sometimes it is hard for us to see the end of Service.

This is true in the great world, but it is not true in that artificial microcosm which is Rotary.

In Rotary our best and most splendid servants may die to us before the flower of their service has had a chance to unfold.

They give us the green leaves and the bursting bud and then through the accident of changing classification or residence, we must apply the remorseless sickle of our Membership Restriction and cast them out of the garden of Rotary forever.

They suffer through this, but we suffer more; because Rotary loses these splendid servants entirely while they will always make their chances to serve others as they would have served us.

Skeel of Seattle recently reached a hand through the years and brought forth his “Greater Rotary” which was at once a prophecy and a warning.

He launched his javelin of Higher Criticism at this stronghold of Rotary—non-duplication of business interests among members.

Voicing our ideal of “Service, not Self,” he asked how we could reconcile ourselves to shutting a splendid servant out from Rotary and depriving Rotary of his splendid service just because his line was already represented and the incumbent might lose a few dollars through competition in friendship with his superior.

—Strong meat for a ten-year-old child!

But Skeel did not intend that his article should be a shibboleth of service to decide our fitness for altruistic co-operation.

He did not mean that we must instantly enlarge our Circle to include the whole world if the world be found worthy, because first we must find the answer to the question “Worthy of What?”

To turn the whole world into a Rotary Club would accomplish nothing; it would be as if we decided to change its name from Earth to Terra.

We would have changed a name but not a fact.

Every real thing would remain as it was. Rotary is not ready to throw wide its doors; it must first make ready the temple.

But Skeel voiced this warning and this prophecy: that when Rotary has found itself it will find also that our particular form of membership restriction is a rock in the deep water leading to the open seas of splendid service.

—And behold, while we have been entertaining the idea of Skeel’s Greater Rotary as a possibility for the far future, the baby brother of that same idea is already hammering at our gates!

The present, insistent question forced upon

us by our present iron-clad membership-restriction is this:

What shall we do with those splendid servants of Rotary who, through no fault of their own, but through the economic necessity of changing their lines of business or their places of residence, are forced out of Rotary by this restriction?

Every club, at one time or another in its history, is certain to run into this situation and be compelled to choose between losing a valuable member or getting around the constitution.

Most of them find a way around, either by creating Associate or Honorary or Retired Members devoid of business classification who do not represent any particular commercial pursuit in the local club, but are retained solely for good fellowship and good work; or by "faking" a classification to avoid the appearance of competition, of course without altering the fact.

—Even the non-classified Honorary Member conflicts with the regular member representing his new line, because any business bred by Rotary is founded solely on acquaintance and mutual trust, which is most apt to be stronger towards a member who has proved himself so good a Rotarian that he must be retained in the club at all costs.

We cannot avoid this fact, if we are to retain our valuable members who change their classification, but it is sincerely to be hoped that it will not alter our decision after the full facts have been considered.

Rotary is now declared as an organization for the advancement of business methods and business ideals, and its efforts must ever be directed to the end of maximum efficiency along these lines if Rotary is to remain true to itself.

Just as, in society, the rights of the individual must be protected up to the point where they infringe upon the rights of others or the common good, so in Rotary the good of an individual must be made subservient to the greater good of the club and the good of any club made subservient to the greatest good of the International Association.

The part can never be greater than the whole.

Now it is obviously against the good of a Club to impose upon it the loss of any member who shall have demonstrated his peculiar ability as a Rotarian, simply because he has changed his classification, coming in competition with another member who may, per-

haps, be of less actual value to the club. This is so obviously true that most clubs already find a way out of such individual cases.

But individual cases must not be considered as such: the protection of the whole must apply equally to all who remain Rotarians whether they serve supremely well or scarcely at all. While they remain Rotarians they are Rotarians and their rights as such must be upheld. There cannot be two rules covering the same case, without sowing dissension within the club and laying the officers open to accusations of partiality.

The club then has only two choices when the matter has been analyzed out.

It can decline to rule on the matter at all, continuing to find subterfuges when occasion arises—which is, at the best, a cowardly way of side-stepping an issue.

Or it can make a ruling providing some certain and defined practice for handling such cases. Such a ruling, covering the matter with the idea of safeguarding the interests of the club and those of the International Association, might well be provided for by the adoption of the following resolution at the San Francisco convention:

A resolution to encourage the adoption of an amendment to the Constitution and By-Laws of affiliating clubs, providing a means for the retention of valuable members retired through no fault of their own by the terms of their present Articles on Membership:

WHEREAS

Affiliating Rotary Clubs are continually being confronted by the problem of valuable members who come into conflict with the present membership restriction which provides that no one shall be eligible for membership in an affiliating Rotary Club who is engaged in a line of business already represented and

WHEREAS

it is to the best interests of every affiliating Rotary club to retain such members of proven value in its ranks, despite the fact that the present restriction makes this action unconstitutional and liable to cause dissension in the club; and

WHEREAS

an amendment to the Articles covering this restriction, permitting the retention of such members, such permission to be properly safeguarded against abuse by careful and exact definition, would secure the desired end while obviating all question of partiality;

THEREFORE

Be It Resolved that the International Association of Rotary Clubs, in convention assembled, does hereby endorse and recommend the adoption of suitable Amendments to the Constitution and By-Laws of affiliating clubs to permit the retention of valuable members who come into conflict with other members through changing their lines of business, at the same time recording a sincere belief that the adoption of such Amend-

ments by the affiliating Clubs will be for the greater good of Rotary.

And now let us consider those Rotarians of national and international significance who are lost to Rotary through changing their residence either to a city in which there is no Rotary Club, or to one in which their classification is already covered.

In providing for this class, only Rotarians of national significance—those who have served Rotary as a whole in some definite way—can be considered.

The Rotary "good-fellow" of a local club ceases to be a Rotary good-fellow when he gets into the little Rotary-less town, because the opportunity no longer exists.

Nor would it be fair to impose merely a "good fellow" on another club without its consent and in competition with one of its own good fellows.

Only those who have truly served greater Rotary have any claim on greater Rotary and their claim consists chiefly in that greater Rotary *needs* them.

Many attempts have been made to find a solution to this problem of retaining members of national significance in the event of their coming into conflict with our present restrictions, and each of these attempts has been based upon one or more actual occurrence of the kind.

"The Rotary Club of No Place"—which is, in effect, Rotary by correspondence—was started by McDonald of Des Moines, who retired from the presidency of the Des Moines club because a change in his classification created competition.

McDonald's effort—though excellent in intention and in effect so far as it goes—is doomed to failure because the peculiar atmosphere of Rotary cannot be created and encouraged solely through the mails.

"Correspondence Rotary" is much like sending your best girl a kiss over the telephone:—it sounds attractive but it requires too much imagination for most of us.

An occasional telephone-kiss is all right as a novelty and a stop-gap, but a continual diet of exclusively telephone-kisses will break off almost any engagement in the long run!

Rotary is a *personal contact* organization; "correspondence Rotary" is merely a substitute and not an answer to the problem.

There are more than a dozen well-known and well-defined cases of Rotarians of national significance who have lost out through the inflexible workings of this restriction.

To mention their names and cases here is

not advisable, because it would raise some question as to the Rotary-morality of the clubs in those cities to which they removed. In most instances we have been able to verify the entire altruism of the clubs in question, who were simply compelled by the member whose line was threatened with competition to stand by the constitution without regard for greater Rotary. The clubs themselves had the greater good of Rotary at heart, but the individual could not see beyond the "rights" which our old constitution gives him. And so, since it became a matter of enforcing the letter of the law, there remained nothing for the local governing board to do but to obey its own laws.

These cases have put it squarely up to the members as a whole,—acting as a whole and not as individuals—to more closely define the rights of individuals and to restrict them where they encroach upon the welfare of the whole.

The problem is two-fold, local and national, distinct from each other, and not only must some way be found to authorize local clubs to retain their locally valuable members, but also some way must be found to authorize the International Association to retain *nationally and internationally* valuable members.

A premature, and misguided, because too sweeping, attempt to cover the last was defeated at the Houston convention. The title, "Headquarters Rotary Club" had much to do with the antagonism it aroused but the fact that it presumed to include as eligible for membership those who had never been members of any Rotary Club was the real—and absolutely just—reason for its rejection.

We need and must have some rule by means of which we can retain in our ranks Rotarians of *proven value*, but there can be no question, at present, of withdrawing our distinctive restriction clause in favor of non-members.

It is the opinion of all those of the International Officers with whom the writer has conferred (and also of all privates in Rotary ranks who have considered the full facts carefully enough to pronounce an opinion) that some real solution will be arrived at in San Francisco, and that the rights of Rotary to retain its splendid servants will be defined and guaranteed.

The following resolution accurately defines the prevailing sentiment among a majority of those who are in favor of this object. It is offered as a working basis for a resolution to

be presented at the San Francisco convention.

WHEREAS

there exists a constantly increasing number of Past-Rotarians of national significance who have been forced out of Rotary through no fault of their own but through the economic necessity for changing their business classifications or places of residence, thus bringing them into conflict with our present membership restrictions, and

WHEREAS

these Past-Rotarians are thereby deprived of the privilege of serving Rotary, greatly to the loss of the individuals and to the even greater loss of the Association, and

WHEREAS

in any organization or society the rights of the whole must always take precedence over the rights of any individual, since individual rights are dependent upon and are guaranteed by the strength of that organization or society in which they originate;

THEREFORE

Be it Resolved by the International Association of Rotary Clubs, in convention assembled, that the Board of Directors be authorized and is hereby directed to prepare a suitable amendment to the Constitution and By-Laws of the International Association providing for the establishment of a Membership at Large, the same to be made up of Past Rotarians who shall receive the majority recommendation of the affiliating Club of which they were last members and also the majority vote of the Board of Directors of the International Association, to the end that none but Past Rotarians who have demonstrated their value both to their former club and to the International Association shall be eligible for such Membership at Large. Providing further that such Members-at-Large shall have the privilege of attending any and all meetings of any and all Rotary Clubs either in their own cities or in other

cities. Providing further that such Members-at-Large shall be required to pay the per capita assessments and all other obligations to the International Association assumed for members by affiliating Clubs; excepting only when such Members-at-Large shall take up residence in a city in which there is a Rotary Club affiliated with the International Association, in which event such Members-at-Large shall pay only the assessments and dues authorized by the By-Laws of such Club. Providing further that such Members-at-Large shall not hold membership in any affiliating Club under a business classification but only under the classification of "Member-at-Large," excepting only where the business classification held by a Member-at-Large is not already represented in the club with which he becomes affiliated.

Be it further resolved that this Amendment to the Constitution and By-Laws of the International Association shall, after being cast into proper form by the Board of Directors or its Executive Committee, be submitted at the next Annual Convention of the International Association for approval and ratification.

It will be noticed that the clause withholding from Members-at-Large the right to represent a business in any club wherein that business is already represented, goes far to remove any objection which might be raised on the score of direct competition.

That some competition will actually exist we have already shown; but, after all, we are in Rotary for the good we can do, not for the good we can get done for ourselves—and how better can we serve our local club and our International Association than by making it possible to retain a splendid Rotarian in the service of Rotary?

IMMORTALITY

SING thine own Soul:
Tho' time and time again
And thrice a thousand men
Have voiced the whole.

Thoughts are but seeds:
Sown neither deep nor long
Soon, from the soil of Song,
Bloom they in deeds.

Few may be rare:
Ah, but we need no less
Fields full of loveliness
Scenting the air!

—A bank of bloom,
Bright with a thousand deeds
Flowering and scattering seeds,
Make thou thy tomb!

—By Charles H. Mackintosh.

Toledo Newsboys' Home

By Frank I. King

The Good Fellow Stunt has been popularized by Rotarians to a great extent during the last few years. This stunt is put into operation several times a year by the average Rotary club, and on these occasions, newsboys, orphans or other little fellows are taken to dinner, a show, a ball game, an automobile ride or vacation in the country. Rotarian John Gunckel of Toledo, originator of Toledo Newsboys' Home, is a man who has applied the Good Fellow Stunt in a practical, beneficial manner. The following article on The Toledo Newsboys' Home will therefore be of special interest to readers of THE ROTARIAN.—Editor's Note.

NEWBOYS make great men.

All do not, but enough do to make all ambitious.

Toledo newsboys are more fortunate than those of any other city.

They have a \$110,000 building, and a great Association of their own.

They are encouraged to be honest, courteous and clean, mentally and physically.

Their building is open every day and evening.

It contains a swimming pool, gymnasium, library, play room, instructors' rooms for auxiliary meetings, and an auditorium seating 1,100, where they have their regular

Sunday afternoon meetings. They have their own band and orchestra and learn to love music.

They are taught self-government.

Their officers are regularly elected by the boys themselves.

The officers watch the members, have a juvenile court and reprimand those who swear, smoke cigarettes, are dishonest, or do not act as little men should.

They are not angels; some are little devils, but the environment is beneficial to all. It is non-sectarian, and all colors are welcome.

The direct results are great.

The boys are all anxious to be on the roll of honor.

It aids them in securing positions after they graduate as newsboys.

Nearly three thousand have secured business openings. Property worth fifty-eight

thousand dollars has been found and returned to the rightful owners. The boys have also returned checks, drafts, notes, orders, wagons, horses, dogs, cats, one little girl and two boys.

Juvenile court officers have saved many boys from being sent to jail and reform institutions.

They have warned many boys and sent them home from saloons and pool rooms.

John Gunckel was the originator of the movement. He is a great big boy himself. He has the good will and confidence of more than ten thousand who have been newsboys here.

John Gunckel is a real philan-

thropist, and his work among newsboys is known all over the world.

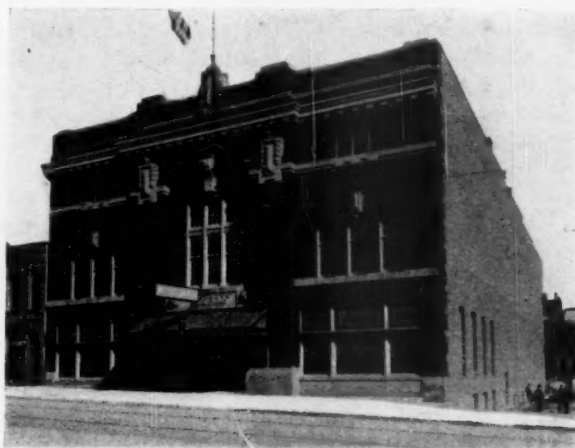
He has devoted the past ten years to the work. He started it by giving a few newsboys a Christmas dinner. He believes in making the children better rather than trying to reform the parents.

He receives a small salary. He is called upon to lecture everywhere. He has declined big salary offers from New York and Cleveland.

The work he started ten years ago has become a national movement.

The newsboys building was erected by popular subscription. Six thousand children, also some generous widows, and many business men subscribed. The money was secured in a few weeks.

Most of the trustees were newsboys in their early days.



Clothes as One Woman Wears Them

By Fannie Harley

No excuses are offered—none are needed—for publishing this interesting article by Fannie Harley on woman's clothes in a magazine whose only subscribers are men. We feel that all who read THE ROTARIAN, would, by some instinctive process, know we were depriving them of something good if we refrained from printing it. Miss Harley is a "daughter of the army," her people on both sides of the family having been army people. So she claims no place as home but says she is a tramp on the sea of life. At present she lives in Portland and has been residing there for two years, at work upon three books. She has had an interesting career as a lecturer—though she insists she does not like that name—her topics including Mexico, Anti-capital Punishment, Prison Betterment, Bird Protection, Anti-vivisection, Muzzling Hat Pins, etc. Perhaps her new dress for women may realize her dreams and revolutionize the dress making industry of the world.—Editor's Note.

SOME Rotarians who are Rotarians are not Rotarians, and some Rotarians who are not Rotarians are Rotarians. The tenets of Rotary are justice, efficiency, service, success—and progress which is the greatest of all since it is possible only as an outgrowth of the combination of the others.—Rotary is the principle of many Rotarians who, for some reason, are not Rotarians in the sense that they are not fortunate enough to be members of a Rotary Club, so by REASON of my petticoats (I grant you many more!) I am one of those Rotarians who is a Rotarian though not a Rotarian. But I have *eliminated* my petticoats! (Nay, I have purloined naught of yours!) and am I not now eligible to membership? Hear my plea—proof conclusive that I am progressive or nothing!

What subject engrosses the attention of the greatest number of people at the present time? Of course you say politics or the war. But, not so; it is fashions. That is the subject both men and women discuss in their club-rooms. You hear it in offices, in stores and on the streets. The chatter at luncheon, the babble in the nursery, the conversation in the drawing-room are fraught with fashion. In the school-yard and in the churches the topic turns to fashion. It is mostly women's fashions, but men, beware! for while there are many and foolish Eves who incapacitate themselves with the load of fashion's freaks, so are there Adams who sigh before a window full of "sweet" shirts and "perfectly dear" neckties, who wear green hats bedecked with peacock feathers and pleated bands.

A few years ago a man in "high-water" pants was called a jay, today he is a dandy!

Clothes and dress have been a nightmare to me ever since the shackles of Fashion were

thrust upon me. Out of my own discontent and discomfort I devised a costume for myself which insures health and comfort, combined with feminine grace and beauty. I have worn these suits in the hills and in the house all the time since 1904, but did not have courage to adopt them for general use until recently. But the hobble skirts and later the skirts with bunches of ruffles around the hips (and always the corset) were beyond my endurance, so I set about to make some clothes to suit myself, and the result is shown by the illustrations. I always wear these clothes when lecturing and attending receptions—in fact wherever I am known. Soon I expect to wear no other kind.

My efforts in life have been along the line of betterment of humanity but I feel my greatest contribution is my costume. Do not say I am a reformer, for I am simply trying to give the fruits of my labors to the world that all may profit by my efforts.

I have traced fashions back as far as 3,000 years before the Christian era and notwithstanding they seem to fit in fairly well with the times in which they were worn I never found any from that time to this suitable for American women of the twentieth century. So I set about to make one, and I know I have something absolutely new; a radical departure from the clothes of centuries gone by; but we have advanced in all other lines, why not in dress?

The greatest contributions to civilization do not come from those who are shackled by precedent. Progress means throwing away the old and taking on the new—absolutely new, not a modification of the old.

After I had eliminated all that was old I sought for something new and I found it in my brain. I THOUGHT. A thought some-

HOUSE COSTUME.

This is made of cream French wool figured challis. The upper garment is gracefully draped in shawl kimono style, over a foundation of lace falling in double cascades. The sleeves and "harleys" are finished with puffings of plain cream challis and a frill of lace peeps out beneath. The neck is finished with moss green leaves and baby roses applique in wreath effect. A beautiful American Beauty chiffon rose and bow with long streamers of moss green velvet ribbon seems to catch up the drape-ry at the front, and the same plan is carried out on "the harleys."

*STREET COSTUME.*

This is of white yachting serge. The upper garment has a tiny kimono piped and faced with cerise taffeta and trimmed with tiny cerise buttons, and its skirt is slashed on both sides, faced with cerise and trimmed with three large cerise buttons on each side back and front. White marabout finishes the neck and skirt bottom. The sleeves are shirred, as are also "the harleys," and finished with high shaped cuffs piped with cerise and decorated with small cerise buttons. A diamond brooch at the girdle is the only jewelry worn. A large white hat trimmed with ostrich plumes and chiffon sashes, and a French parasol of cerise add the finishing touches.

Miss Fannie Harley in Her Novel Costumes.

times can revolutionize the world, blot out crafts and trades, and I believe my thought will have its effect.

Ever since it was no longer "nice" to "skin-the-cat," "shinny" up a tree, or play "leap-frog" with my brothers, I have resented the fact that the older I became the shorter my legs were cut by skirts. Always tripping, falling, stumbling over the bundles of rags that were impeding my progress, as long ago as 1904 I made my first suits. In a general way they were like these I have now, but since I wore them only in the house they were plainer. But the comfort; no woman who has never been unhobbled can imagine what it means.

Whenever I went camping or on long horse-back trips from that time on I wore my suits, this time made of khaki or corduroy. While doing research work in Mexico which kept me much in the saddle and out in the mountains, I seldom saw a skirt. And now I have my new costume made for every occasion. I will never again have another skirt made, or buy one. My legs have served me faithfully for a long time and I am not going to insult them and curtail their usefulness any longer by keeping them in a sack.

Skirts are a disgrace to our intelligence, a badge of inferiority. Do you know that women wore trousers long before men discarded their skirts? Women were the first to see their value, because women always have been the glorious necessity of this world—men the abundant luxury. So, while men were lounging around in skirts and long robes, women in free clothing, bifurcated nether garments, were laying the corner stone of civilization and progress.

The true meaning of *skirt* is the *lower part of a shirt*, so you see when men appropriated our trousers *they gave us their shirt tails to wear*, and jealous of our advancement have made us stick to them, and tell us they are

and always have been sole proprietors of that most coveted article of clothing—trousers!

But since everything else in the world moves in cycles and the starting point must needs be the end, we again are coming into our own. Once again our legs can move with grace and freedom, and our bodies will be protected from cold winds that revel in skirts.

Will woman then become masculine? By no means! She will become more real as she finds herself, more beautiful, more effeminate. She will rule by the beauty of her soul, her intelligence, her Feminism. She will command the respect of the world because she has become sane and noble.

I have always been working on the theory that a woman has two legs. There is nothing masculine about that. Woman never had more nor less so far as I can find out. I do not expect everyone to approve of my costume or agree with my ideas at once. I would not want to have anything so wishy-washy that everyone would commend it. If they would it would not be new, nor worth fighting for. People must be educated to the appreciation of the beauty, comfort and health which my costume symbolizes, and the greatest recalcitrants will be the men. But they will be educated, never fear!

My costume consists of two pieces, an upper garment and a bifurcated lower garment which I always designate by the name of *harleys*. The upper garment is always worn over the *harleys* and fitted at the shoulders, falls in graceful and natural lines to a point between the hips and knees and does not define a waistline. The *harleys* fitting easy around the waist and about the hips, slightly taper to the ankles, and cover each leg separately. The corset is absolutely eliminated. Ridges and rigidity would spoil the whole thing.

Am I not progressive? Am I not a Rotarian?



Why Bankers and Business Men Should Encourage the Dairying Industry

By C. E. Moser

(One of the lessons taught by Rotary is the inter-dependence of all branches of service. Each business or professional man in Rotary learns how important to the community is the other fellow's work. This article goes a step further and shows how the cities and towns and the inhabitants thereof should appreciate the necessity of taking a keen interest in the work of the farmers.—Editor's Note.

BRIEFLY stated, the plan known as "the Moser dairying plan for Texas" contemplates the encouragement of the dairying industry by a co-operative movement of the Texas Industrial Congress, the bankers and business men in each community, and the farmers themselves. The medium of communication between the Texas Industrial Congress and the farmers is the association of local bankers and business men forming a guarantors' association. The farmer makes application to the guarantors' association for a sum of money sufficient to purchase a certain number of cows, build a silo, and buy other equipment, in return for which he agrees to conduct his business along lines set out by the Texas Industrial Congress comprising the fundamental principles of good dairying. He gives the guar-

antors satisfactory security, principally chattels, and also agrees to repay the loan in monthly installments to the guarantors' association which turns it into the bank to meet the obligation.

The Texas Industrial Congress will assist the farmer applicant in the purchase of cows and up-to-date equipment that he may receive the greatest possible value for the money expended, and keep a personal supervision over him through the guarantor's association, sending him valuable information from time to time, requiring monthly reports of his operations and providing for frequent personal visits of experts. The closest possible coöperation between the Texas Industrial Congress and the farmers will be carried out resulting finally in organizing them into cow-testing associations, bull associations, etc.,

WHAT IS BEING DONE ELSEWHERE

THE Rotary Club of Tacoma has successfully inaugurated a movement to help dairying and general cattle raising in the country tributary to that city. Recently, within a few days after the first informal announcement of the proposal enough applications were received from farmers of Pierce county to dispose of the first carload of dairy cattle. The work is being carried forward by the Pierce County Agricultural Development Association, the stock of which is held by members of the Rotary Club.

In general the plan provides for coöperation between business men, bankers and farmers. The association will buy the best dairy stock and sell to the farmers at cost, payments to be made at frequent intervals and in small sums. The farmers' notes will be secured by mortgages on the purchased cattle and endorsed by the association, which has raised a guarantee fund by subscription.

The Rotary Club of Superior inaugurated a similar plan some time ago, through which in less than two years, the value of the dairy herds in that locality was increased by more than \$200,000.

that the farmer may derive the greatest possible profit from his work, and the guarantors' associations and banks may have the best possible security and the least possible risk.

Now we get to the meat in the cocoanut. Why should the farmers of Texas be encouraged to engage in the dairy business and why should this organization of business men be interested in a plan which has for its object the bringing about of such an industry? I believe you gentlemen will be better informed as to the value of this plan if some plain principles of economics and a few facts and comparisons are brought to your consideration. You will then see what the successful operation of the Moser plan on a large scale will do for Texas, for your city and for your own business.

First of all, Texas is primarily an agricultural state, containing 417,770 farms valued at \$2,218,645,000. It harvested last year \$662,598,000 in farm products, giving employment to 2,702,133 people. The tremendous importance which agriculture bears to Texas prosperity will be better understood when you realize that seventy-eight per cent of the state's natural wealth comes from the products of the farm, not including livestock. There is little comfort in the knowledge, however, that Texas ranks first in the value of farm products when we think that Iowa and Wisconsin push Texas hard, although each has less than one-fifth its acreage.

The future greatness of Texas lies in the proper development of its agricultural resources. Up to this time we have hardly scratched the surface of the soil. Only sixteen per cent of the land is in cultivation, although sixty-seven per cent of the total land area is in farms. The average acreage per farm is 269, with 65 acres in cultivation, and the average income per farm is \$530.37. The average acreage per farm in Iowa is 156, with 136 acres in cultivation, and the average income per farm is \$1,119.50. With a little more than half the acreage per farm, Wisconsin is producing almost double the Texas yield. This means that Wisconsin and Iowa farmers are practically four times as efficient as Texas farmers, although Texas has had the advantage of participating in a world monopoly in cotton, producing about twenty per cent of the world's supply.

Why, then, this superior efficiency on the part of Iowa and Wisconsin? The answer is that Texas has been following a system of cropping from year to year without considering the necessity of producing farm cattle,

sheep, and swine. With our farms poorly cultivated, without thought of preserving the fertility of the soil, we have attempted the ever-failing system of continuous cropping until in 1911 our farms yielded as little as 9.6 bushels of corn per acre. Is it any wonder, then, that Iowa, producing 36 bushels of corn to the acre, and Wisconsin, producing 36½ bushels to the acre, have practically put us out of the hog business.

The history of every agriculturally prosperous country in the world teaches that there can be no permanent agriculture without a live stock industry as a foundation. No country, however fertile its soils may have been or salubrious its climate, has ever been able to make its people rich until a system of live-stock husbandry was added to round out the general plan of selling the products of the farm on the hoof, thereby converting the forage of the fields into meat or butter fat, and at the same time retaining the nitrogen, phosphoric acid and potash taken out of the soil in growing the crop.

The particular reason for advocating dairy farming is that dairying is a basic industry, carrying with it the idea of hogs and chickens; that a pound of butter fat may be produced as cheaply with regard to feed cost as a pound of beef, and the skim milk will form the principal part of the ration for calves, hogs, and chickens; that there is a good, substantial market every day for milk, cream, and butter, these being articles for which there is a ready and regular sale the business could be conducted on a scale commensurate with the farmer's needs, allowing him to defray his entire living expense, if he desires to do so, by keeping a few cows. This plan leaves the farmer free to invest the proceeds of his cotton crop in the comforts of life, in better school facilities, in business concerns. In Wisconsin and Iowa, two of the principal dairy states, the farmers are the bank depositors and the city men the borrowers and this condition exists in every dairying country in the world.

I have noted with interest the praiseworthy liberality and progressiveness of the people of Dallas in financing such undertakings as the Elks' convention at an expense of \$100,000, the Shriners' convention at the same figure, the building of the Coliseum at the Fair Park for \$250,000, building the university with the bonus of \$1,000,000, and finally raising a fund in the same amount for the encouragement of new factories. These are all well and good and no one is more in favor of them than I, but in com-

parison with the same amount of money spent in the work of the Texas Industrial Congress, for the creation of new wealth and prosperity and for making Dallas and every other Texas city a better place to live in, these expenditures, so far as getting results are concerned, are like a microscopic organism as compared in size with a prehistoric mastodon. The prosperity of the Texas farmer is as the very breath of life to the merchant, manufacturer and professional man of the city. His interests are absolutely identical with ours and when we fail to recognize this salient fact we fail to recognize the importance of nurturing the goose that lays the golden egg.

I like to think of Texas as being what she may become through all of us working together to establish Wisconsin and Iowa farming conditions here. I like to think of

her as fulfilling her great part in the prosperous progress of our nation and the world, with her towns becoming shining cities and her farms the homes of comfortable living and contentment, with every one of her 600,000 children in school instead of only fifty-four per cent. I want to see a new Texas and I know the increase in income per farm, to be derived from a dairying industry, will go very far toward bringing it about, and that whatever each and every one of us here gives of his time and money to this end is for him a very great honor and to the people of Texas a great benefaction. In measuring our own responsibility in the matter, we should ponder well the fact that no farming community or state is more progressive than its representative business men and that, therefore, the coming of a greater Texas depends upon each of us individually.

ROTARIAN WOODROW WILSON TO BE GUEST OF MUSKOGEE CLUB

THE sixth meeting of the Southern Commercial Congress will be held at Muskogee, Oklahoma, April 26 to 30. President Woodrow Wilson has given a definite promise to be present on the first day, contingent only on international complications, which all hope and expect will not arise.

The managing director of the congress, Clarence J. Owens, LL. D., of Washington, and Senator Robert L. Owens, of Muskogee, are honorary members of the Rotary Club of Muskogee, and through them an invitation to lunch with the club was extended to Mr. Wilson, who is a member of the Rotary Club of Birmingham, Alabama. The President has accepted the invitation.

The Muskogee club is expecting large delegations from all the near-by clubs. Vice-President Cornell will be present and many Rotarians from all parts of the country will be in Muskogee to attend the congress. To entertain all these the Muskogee Rotary Club intends to hold a regular Rotary luncheon lasting one hour. Every Rotarian must present his identification card or other credentials to get a ticket, and these will be fifty cents each to visiting members.

With the exception of certain officials and other prominent people connected with the congress who will be specially invited none but Rotarians will be admitted. The club expects that some four hundred persons will sit down to the luncheon. The biggest room in the city suitable for the purpose is the cafeteria of the Central High School, permission for the use of which has been kindly granted by the Board of Education.

All Rotarians are invited to be present.

The Insurance Adjuster: His Work of Service

By Dan A. Johnson

THE subject of this article permits the presentation of a viewpoint which is entirely different from the conception that is usually entertained about the function of the insurance adjuster. A casual glance will not suffice to cover the intricacies of the adjuster's work—not that it is complicated—on the contrary it is simple but how much does the average citizen know concerning the province of the insurance adjuster? There are those who rest secure in the knowledge that they are carrying an adequate amount of fire insurance. Should their property be destroyed by fire, all that is necessary in their estimation is to present their policies for a settlement which will promptly and amicably ensue. Nor is there anything derogatory to the insuring companies in that such prompt and amicable settlements do not always ensue.

Too many there are who do not read carefully their insurance policies and thus have not a complete comprehension of what its contract implies. Naturally the companies assume that no person makes a contract without understanding all its provisions and requirements, but we as adjusters do know (for that is our business) that there are many more or less legal technicalities covering warranties, requirements and stipulations that the average business man has neither the time nor the training to comprehend. Let it be thoroughly understood, however, that the insurance adjuster has little to do with the law and its entanglements. His business is to so conserve the interests of his clients that a settlement will give them in full their just deserts, without recourse to the law, and at the same time will be to the complete satisfaction of the insuring companies. How best to accomplish this happy result is a matter requiring training, experience and tact, and above all *tact*.

Let us see how the adjuster sets about accomplishing his work. A large and disastrous fire has occurred. Posthaste goes out a call that an adjuster's services are needed. As quickly as possible a representative from

the adjuster's office is in the field of loss to make a survey of the damages. Here he approaches the insured to acquaint the latter with the necessity of his services. At a time of confusion and stress, when the mind of the business man should be occupied with all the mass of details necessary to reorganizing his business again, his mental activities are not attuned to the problems (and they are most vexatious problems) of securing the best settlement possible under the circumstances. However, we have little difficulty in convincing him that he is more than compensated for the cost of the adjuster's services by the mere fact of leaving his mind free and fresh for the problems of getting back into business again as quickly as possible. And more than that, the settlement which the adjuster is able to secure, owing to his thorough study of the contract and to the confidence which the insurance companies have in his business integrity, makes, in dollars and cents alone, the cost of his services a most profitable investment for the client.

Having arranged the details, we next proceed to ascertain the amount of property involved, the amount of damage sustained and the probable disposition of the salvage. The latter may be disposed of in various ways. Either the insured keeps it or the companies elect to take or sell it to the best possible advantage to both contracting parties. Here also the adjuster meets with the insurance companies' representatives. Any lack of confidence on the part of the companies in the sincerity of purpose of the adjuster would mean a serious loss to the assured. It is especially for that reason that the character of the adjuster must be above reproach.

The settlement usually consists in the companies paying a lump sum to the insured covering the loss and damages. Of course if there be any salvage its value is taken into consideration in the final settlement. This in brief constitutes the *modus operandi* of a fire loss and its settlement. There are many other details in an office of this sort some of which might be pertinent at this time. The matter of learning of the occurrence of fire losses and getting into touch with the sufferers by fire and of being promptly on the

NOTE.—Dan A. Johnson of the firm of Dan A. Johnson & Co., adjusters of fire losses for the insured, is a member of the Rotary Club of Omaha, Neb.

ground, requires a close attention of detail, a careful perusal of the daily papers, to say nothing of a host of trusted friends who are made such by the diligence, honesty and conservatism of the adjuster.

We keep on file in our office a record of all losses adjusted by us together with their terms of settlement. This not only assures us of a further call for our services, should misfortune occur again, but also gives us a list of satisfied clients, who are tried and true friends and ever willing boosters.

The next point which we consider is one that is not often, at least it has not heretofore been considered of much importance and that is the tendency of the modern type of business man to approach more and more to that ideal which we usually term the American gentleman. The former term, *Caveat emptor*, has almost been forgotten by the average merchant, so much has the plane upon which modern business has been conducted changed for the better. But it must be noted in this connection that this condition of affairs does not always apply to the employees of the average business establishment. Nor can the employer be held entirely guiltless in that he often provokes temptation by his more or less careless methods in conducting his affairs.

We have known men whose books were kept in so careless manner as to cause serious loss or at best much confusion in settling a fire loss. It is a matter almost of surprise that an inventory is a hit or miss affair, sometimes being neglected altogether.

I need not say how urgent is the need for reform in this particular. It can readily be seen how difficult becomes the province of a fire insurance adjuster to so handle the case that exact justice may be done to the assured on one hand and the companies on the other. In fact there are cases in which to have a successful and satisfactory issue it seems as though inspiration were almost needed but we should be thankful that owing to the higher plane on which business is now being conducted, these difficulties are becoming less common.

There arises then another set of circumstances bringing troubles peculiar to themselves. This can best be illustrated by relation of specific cases. A fire has occurred in a large glove factory. In attempting to settle the loss, it was found necessary to have access to all the records of the establishment. A careful search failed to reveal the whereabouts of the books and without these it was

almost impossible to get a satisfactory statement of the amount of stock on hand before the fire. The mysterious disappearance of the company's books was in itself a suspicious circumstance but the proprietor was known to be of the highest integrity and good character. With his assistance a further and more careful search was made and the lost books were found hidden in a lumber pile adjacent to the destroyed factory. Further investigation brought out the fact that they had been placed there by a dishonest bookkeeper who hoped thus to cover up a long series of petty defalcations. After this discovery the settlement of the case became a mere matter of routine and the adjustment was entirely satisfactory to the assured.

One might say that the foregoing story illustrates the need for detective work rather than the display of ethical instincts but my analogy will be more clear when I recall the fact that detective work is sometimes necessary as a preliminary for promoting the ends of justice. Let me relate another story. A certain individual was in the habit of, what we may call for a better term, juggling his books. This was done with the idea of discouraging the impertinent curiosity of the tax assessor. Specifically stated items of merchandise were so transferred so as to appear as being in other localities and therefore not taxable by the aforementioned assessor. Then after the fire occurred a rather precarious situation arose, with the adjuster on the firing line as usual. Here were more goods destroyed than could be shown by the books and inventory.

The relations of the merchant to the assessor and the general conditions of the payment of taxes do not enter into this discussion.

But to proceed with the story. All the facts brought out were explained to the adjusters who in turn made their report to the insuring companies in accordance with the facts of the case and it must be stated that there was a frank understanding on both sides together with complete satisfaction.

These cases are only related with the idea of showing that the human element is ever existent in the business of the insurance adjuster. He is the repository of as many confidential secrets, as is the family doctor, and the mere fact that the confidence which is imposed in him is never abused makes him peculiarly able to stand as the adviser who insists on the right thing being done all parties concerned.

Drawing Them



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Rotary's Duty and Opportunity at San Francisco

By William Gettinger

ROTARY gives substantial and conclusive proof of its unselfishness and evidences in very tangible effect its splendid adherence to our motto in nominating San Francisco as the place of our 1915 Convention. But credit is not alone due our Executive Committee, for Cincinnati, Cleveland and other cities, by their self-elimination and sacrifice, have earned the enduring gratitude of Rotarians everywhere by voluntarily withdrawing from the friendly contest that a sister club and city might be unhampered and so have the moral support and encouragement of us all—even to the last man.

Nine years ago the world was shocked to stupefaction, when across the wires word was flashed of the earthquake and fire that had come in a twinkling to utterly destroy that beautiful city of the Golden Gate. When the next messages brought us word of the brave spirit with which this cataclysm of nature was being met by this indomitable and self-reliant people; when we learned that committees of their prominent men were holding meetings in the open spaces, and literally, almost in the hot ashes of their homes, planning a better and more beautiful city, our tears of sympathy no longer flowed, because we felt the pride of all right-thinking men in American manhood.

The world owes something to San Francisco for this achievement.

On May 4, 1904, work was begun by United States control to cut a canal between the Atlantic to the Pacific oceans across the Isthmus of Panama. The completion of this Herculean task marks an epoch in the history of the world. A gigantic battle by men against nature has been fought—and WON. On February 20th, 1915, on time and minutely ready, the Panama-Pacific International Exposition was opened at San Francisco. To meet her responsibility to the nation, and in providing for the reception of the nations of the world, and for housing of the exhibits which should best demonstrate their achievements, after Congress in

1910 designated San Francisco as the Exposition City, the citizens of that City, the municipality and the State Legislature raised \$20,000,000.00. Additional millions have since been raised.

When in September of 1914, the appalling conflict in Europe was commenced, the fact was brought home to us that San Francisco needed all our support.

Furthermore this is our first opportunity to present to the International world this wonderful movement which is destined to become one of the great, if not the greatest factor, for linking together in this fellowship men of every nationality that are recognized in their respective countries as the men striving to serve, and through this service bring about an era of universal peace and co-operation for the betterment of mankind.

It is an undisputed fact that a movement such as Rotary when introduced into a new country is looked upon as being selfish, a movement to bring about business exchange—and it is this idea that we must first eliminate from the minds of our friends abroad before we can proceed to spread the wonderful doctrine of service.

California offers us our first real opportunity for here will be gathered the representatives of every nation, and they can listen and learn of the great good that Rotary has accomplished since its first birthday.

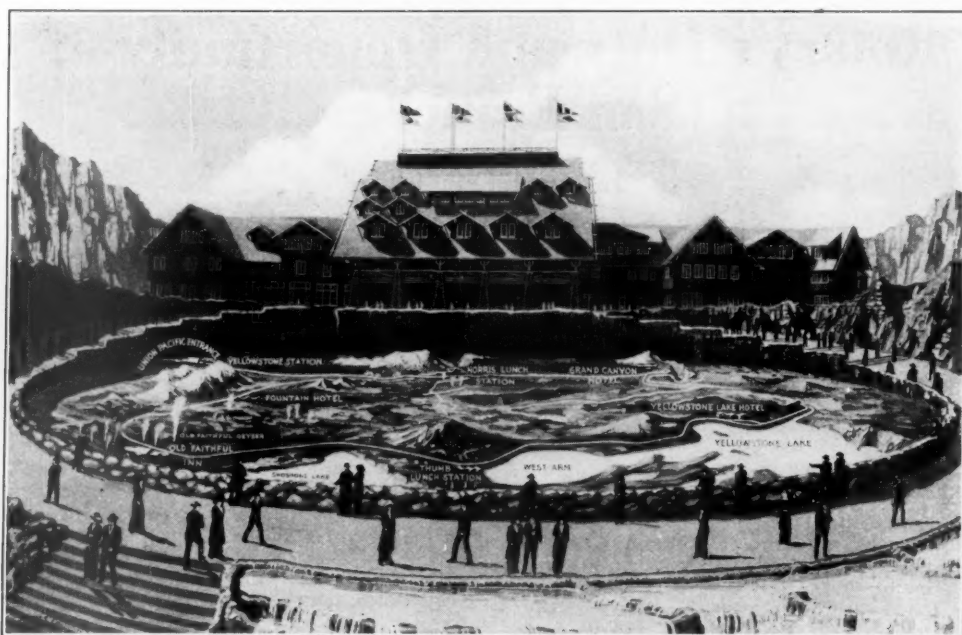
This wonderful gathering of men under one Banner of Service cannot fail to create inquisitiveness upon the part of representatives of other nations as to just what this movement really is. If it has done so much for American men why can't the same results be obtained in their own country? After the Convention has closed, and they in turn have returned to their native lands we will hear of the establishment of Clubs in foreign cities.

And before many months have passed more links will have been forged and added to the chain of service which the International Association is endeavoring to lengthen until men of every country are so firmly bound together that even time itself cannot weaken it.

NOTE.—Address delivered by International Director Gettinger of New York, at the Philadelphia Conclave.

Rotarians Make Much Talk

Rotarians lead again. The Publicity Department of the Panama-Pacific Exposition tells us that the Rotary Clubs of the World have caused twice as much free newspaper space to be published on the Exposition as any other organization except the Exposition Company itself. Remember the Convention at San Francisco July 18 to 23. Both the Exposition and the Convention will set absolutely new marks. Don't wait. Plan now.



Replica of Old Faithful Inn at San Francisco Exposition

Convention Banquet Hall

ROTARIANS who will attend the convention in San Francisco in July will have the pleasure of attending a banquet in a unique hall, plans of the entertainment committee having been completed.

Wednesday night, July 21, the big banquet will be given in an exact replica of "Old Faithful Inn," the famous Yellowstone National Park hostelry. The Union Pacific Railroad has reproduced on the Zone a portion of the Park, with the old inn as the central figure and the geysers spouting in front of it with the same regularity they perform at home. The Inn was reproduced exactly, and will provide room for 2,000 at the banquet. The whole thing has cost the railroad half a million dollars.

Many events have been planned to take place here but the great Rotary banquet will equal the best and eclipse the most.

The San Francisco Club has secured the exclusive use of the concession for the evening and will serve a \$10,000 Rotarian banquet, an orchestra of 90 pieces to furnish the music.

Here you "can dance, you can sing, you can eat to your heart's content, and above all, you can drink in the beauties of the Yellowstone as guests of the Rotary Club of San Francisco by simply attending the convention in July."

That is the invitation that comes to headquarters from the Convention City to be passed on to all Rotarians.

Transcontinental Talk

"HELLO, VICTOR! Hello! Hello! Do you hear me, Victor?"

"Sure, just as if you were within a foot of me," came back Victor's answer.

"This is Walter Lovitt, President of the Kansas City Rotary Club—it's snowing here, what's it doing out there?"

"Seventy in the shade," Victor answered.

Over a stretch of 2,200 miles the fellows sallied, thrust and countered in a thirty minute telephone talk with San Francisco. Snowing in Kansas City! Sunshine and spring in California! The conversation was just as audible to the 15 men who had 15 telephone receivers to their ears as if Victor and the California boys had been in the room with us—the only thing to mar it was we had let only one man talk, we all wanted to talk at once.

The sending attachment was handed from man to man. Greiner finally got hold and shouted: "Hello, Charley—this is Greiner." Then there was a real love feast and the two old friends and cronies forgot that over 2,000 miles separated them.

Next President Moore of the Panama-Pacific Exposition came to the 'phone. Greetings, invitations, promises, good fellowship abounded. It was a rousing meeting—the kind that keeps alive and young the Rotary Spirit.

Rotarian Val B. Mintun, district manager of The Bell Telephone Company, arranged the stunt and pulled it off in fine style, and his company footed the bill of about \$1,400.

Convention Delegates: Their Selection and Duties

By Ralph D. Baker

WHILE it is true that any member of Rotary in good standing is eligible for election as delegate to an International Convention, still it is apparent that certain Rotarians by reason of peculiar qualifications are better fitted to represent the Club in this capacity.

Let us consider the points which should aid us in determining who shall be delegates to a convention. In the first place, do we wish to send the "good fellow," who is a prince among the boys, quick at making friends and light of heart in the following of enjoyments; or, should we seek to find those who are more serious minded and who will look upon their delegateship as a trust?

Let us banish the "mixer" from our consideration at the outset. A Convention should be a university course in Rotary, and the man who goes as a delegate should be serious minded enough to look upon it as an educational pilgrimage and not a joy ride.

I dissent from the views expressed at the Presidents' Round Table in Houston, "that men should be sent to inspire them for Rotary, even though they have not participated in any of its activities prior to their election." Why afford this privilege to such a man, when his fellow Rotarian, who has shown interest and has done work in the club, may need the same inspiration? The one has earned the honor; the other has neglected his opportunity.

The first consideration, therefore, is that the delegate be selected from the active, moving spirits of the club. Particularly, the president and secretary, and if there is a president-elect about to start a new term, he should be considered third.

The second consideration is that in each delegation there must be men who have attended a previous convention. The knowledge of these men is necessary to enable others to get the most out of the convention they are about to attend.

The third consideration deals with the selection of men, other than presidents and secretaries. It has ever been the theory of Rotary that *offices* rotate—that men rise from positions on committees to chairmanships, and from chairmanships to executive positions in the club. Therefore, following the presidents and secretaries, desirable material with which to make delegates will be found among the chairmen and on the committees. "The laborer is worthy of his hire" and the men who have borne the brunt of the work in the clubs and have shown their interest by their activities are the most fertile soil on which the Convention proceedings will best take root and bear fruit. I do not recall a single instance of an active man who was sent to an International Convention, who did not become more active later on and a better Rotarian.

NOTE.—Mr. Baker is a member and former president of the Rotary Club of Camden. This was an address delivered by him at the conclave of the clubs in the Eastern Division, U. S. A., at Philadelphia, Feb. 23.

Let the motto of your next delegation be "Non ministrari sed ministrare—Not to be ministered unto, but to minister."

Judging from two years experience as President to the Camden (New Jersey) Club, I believe that the President, assisted by the Board of Directors, should nominate delegates. Their election, of course, as required by the International Association, must be made by the Club at one of its regular meetings.

When the President and the Board of Directors take up the matter of the nomination of delegates, it is the President's duty to present a list of nominees with whom he has had a personal interview prior to the meeting. He should enlighten the Board as to the possibility of the member going as a delegate, as to the enthusiasm with which he will embrace the opportunity, and those other points which show the earmarks of an ideal selection. After this report the Board of Directors should give due consideration to the length of the man's membership in the Club, the scope of his activities, his worthiness as a man and the receptive attitude of his mind toward the proceedings of the International Convention. While I hesitate to bring up the subject, there are however, some men in every Club who are not thoroughly imbued with the importance of the International Association, and who feel that the *Local Club* is the only thing essential to them. Such a man should not be sent to an International Convention as a delegate because his mind is shut to the message which the parent body is sending to the children. It might be well to urge him to go as a visitor with the hope that some word might be said or some thought dropped that would set him right.

Another question which should be asked of prospective candidates is, "Do you consider your election as a delegate a treasure or a trust?" If a treasure, and you receive it as such, it will be the same as the man that buried his talent in a napkin, and your Club will receive no benefit; but, should you realize that your responsibility as a delegate is a trust, inestimable good will surely result. The trust of a delegateship, no less than the trust imposed upon executors, et cetera, by a court, should be treated with fidelity, purposeful work and an unending push. A pledge to duty should be obtained from each candidate with a friendly admonition that he do not permit pleasure to interfere with his four days working convention.

The method of nomination by the President and endorsement by the Board of Directors after due consideration is given to the President's views on the one hand and the views of the Board of Directors on the other hand, is desirable, but promiscuous nominations made in open meeting, are, to my mind, most undesirable. The selection of a delegation is of such serious importance to a club that the time would be well spent if an entire

meeting of the Board of Directors was given over to this matter.

Secondly: It is reasonable that if a man sacrifices his time from his business to attend an International Convention with the idea of making the expenditure of that time of value to Rotary in general, and his club in particular, then his expenses should be paid. By expenses, I mean transportation and hotel charges. It is better to pay for one delegate in full than to scatter the money on several as part payment.

It is also wise to consider before deciding upon the number of delegates just how much money the club is in a position to devote to the purpose. Then an estimate should be made of the outside cost of carrying a delegate to and from the convention, and his expenses while in the convention city. If it should then be found that the club is not in a position to send its full quota of delegates, the customary means of theatre parties, entertainments, etc. should be used to make up the deficit.

I am unalterably opposed to the collection of various sums of money; some members paying five dollars, and others paying as high as twenty-five or fifty dollars to make up the sums requisite. The sending of a delegate who knows that his expenses are paid by individual subscriptions is, to my mind, more or less of a charitable proceeding and should be tabooed. I likewise feel that the collection of money and the drawing of lots for positions of delegates is reprehensible to say the least.

Thirdly: As regards the delegates enroute, let us say in general that the taking of notes, not mentally but by the use of pencil and book, is one of the most useful aids that a delegate can render to his local club. There is not a town he will visit, not a Club function he will be privileged to attend, but that will provide something of use to his own organization.

In almost every town where the journey is broken, the delegates will be asked to say a few words before the local club. This privilege should not be accepted lightly. You will recall instances where delegates were asked to talk and what did they say? Alas, nothing but words and useless felicitations.

Every delegate to a convention should be prepared to say something worth while in three minutes, before any club where it is his privilege to be entertained. If there is an unsatisfactory condition in your club, it should be the duty of the delegates to ascertain, on the convention tour, if the clubs they visit have had the same difficulties and how they have met them. I know of several clubs who have sent their delegates out with instructions to make inquiries along certain lines and their reports have done much to provide the information desired.

As regards the delegate's actions enroute. Clubs are judged by the delegates they send to the Convention. "He is the best delegate who reflects with credit the best that is in his own club."

The Convention Committee of any club should select a route which will bring the delegates in touch with the greatest number of clubs. Delegates should stop off wherever and whenever possible. The perfunctory meeting of delegates, with no endeavor to retain name, face or city in your mind, defeats the purpose of Rotary, and the slogan advanced by Russell F. Greiner who aimed at banding the world in "Universal fellowship." Your newly made acquaintances should be studied

carefully, so that the acquaintances made enroute will ripen into friendships at the Convention, and not cease thereafter. Seek the friendship of your Fellow-Rotarians and establish points of Inter-City Relationship.

Here is a particular caution which I wish to emphasize with the greatest force in my power. Do not under any circumstance permit yourself to be drawn into caucuses enroute. I do not have reference to caucuses for the discussion of Rotary problems, but I do refer to those groups of Rotarians who reach conclusions regarding their votes for various candidates for office. Until all of the candidates have been presented at the Convention, you should keep your mind open and untrammelled for the reception of new impressions, so that your choice on the day of election will be "the man most worthy and qualified for the office."

If your club is interested in civic affairs, get in touch with the civic conditions and activities of the towns which you visit. Some new problem may present itself.

Now having reached the convention city, and it is vital that you reach it on the day preceding the Convention:

Register immediately.

Familiarize yourself with the program and decide upon prompt attendance at the sessions.

Be prepared to enter into discussions which shall come before the Convention.

Study particularly with intelligence, resolutions or constitutional amendments which may be presented. No resolutions or constitutional amendments should be permitted to slip through without discussion.

On the day previous to the Convention, the general committeeman should call a meeting of his delegation and act as chairman. He should call his delegation together at stated periods, at least daily, for conference purposes; assign duties to each, such as attendance at Round-Table meetings; attendance at special functions; advise with them as to the attitude of the delegation toward important questions, and become the official spokesman for his delegation.

As regards the general committeeman himself, one of his most important functions is the participation in the election of a board of directors. As the business of the Association is conducted by the Executive Committee, selected from this Board of Directors, his duty here is paramount to any other duty which he will have at the International Convention.

I believe that the meeting of the General Committeemen should be presided over by the International President. There are enough men eminently fitted for office who are known to the delegates of any given section without the necessity of extended speeches bringing to the forefront the favored sons of any particular club.

Each year means greater opportunity for extension work and more will be expected from the officers of International Rotary.

There is to my mind no reason for the distinction between directors and vice-presidents. A constitutional amendment abolishing directors, establishing more vice-presidents, and selecting the Executive Committee from the Vice-Presidents, seems to me to be a simplification of the whole matter.

I understand that there are some new Round-Tables to be introduced at the San Francisco

Convention. The larger our convention becomes, the more intensive work will be done in Round-Tables. I note in *THE ROTARIAN*, that the Trade and Professional Sections have been advanced to the first day, in order to promote acquaintances of men in the same line of business or profession. Every man at a Convention should arrange to be present at his Business or Professional Classification meeting, which thought leads me to say a word about the men who are visitors to the Convention, and not delegates. The visitors should meet with the general committeemen the same as the delegates; and should cooperate with them; receive assignments of work, and concentrate their minds on the subjects under discussion with the same intensity of purpose as the delegates.

After your four days of working convention are completed and adjournment declared, then play, and do so with a willingness, which will gratify your host.

Let us now consider that the delegates have reached home. How can the message of the Convention and its inspiration be transmitted to the local club? As soon as possible upon the return from the Convention, the General Committeeman should call a meeting of the delegates and prepare a written report covering those points of the Convention and the impressions he has gathered, which will not be provided in the written reports which come to the clubs during the year.

The atmosphere of the Convention; its intensiveness; its inspiration; all of those intangible things which are more easily said and diffused by a talk than by the written page should be transmitted to the club before they have faded from mind. Each member of the delegation should

appear before the club and present such details as he has gathered on his trip.

Seek to apply the new facts to your particular club. This is where the delegate can best render an accounting of his trust. Any changes which may have been made in the International Constitution, or precedents which have been set by resolutions should be reported to the club by the returning delegates.

The delegates representing Camden at both the Buffalo and Houston Conventions, made written reports of facts concerning the entire trip, together with useful recommendations, seventy-five per cent of which have been adopted and have proven beneficial to our club.

Delegates should seek throughout the year, to inject into committee work, at the luncheons or the evening meetings, information received from these annual gatherings.

In conclusion I wish to admonish that this Conclave will have been vain and useless if it fails to incite our serious reflection and strengthen our faith and zeal for Rotary. It is a Convention in little.

How much more will delegates to the great affair at San Francisco learn in pressing forward the Rotary organization? Let us each improve the present moment and while time and opportunity offer resolve to maintain with greater assiduity the dignified character of our respective walks in life.

May our faith inspire Rotary of the future; may our hopes be as bright as the glorious sun, and our fellowship and charity as boundless as the wants of our fellow creatures.

Motor Tour in California for Delegates

Arrangements had been made by H. R. Basford, former president of the Rotary Club of San Francisco, for a motor tour of California after the convention. The tour will be in charge of the California State Automobile Association, of which Mr. Basford is a director.

The plans at present contemplate leaving San Francisco Saturday morning after the convention and reaching the Big Basin in the Santa Cruz mountains in time for luncheon; the afternoon, evening and night will be spent there. "They are prepared to take care of us in tents and we can have a fine dance on the carpet of needles from the big trees," promises Basford.

After a Sunday morning breakfast under the

big trees the party will go to Santa Cruz for a dip in the surf and after luncheon there will start back for San Francisco, which place they will reach Sunday night. The trip has been curtailed somewhat from the original plans so that it would not be too expensive nor take too much time.

The Association is making elaborate plans for taking care of the visitors to the exposition who may want to tour California by motor car. It has about two hundred official hotels and garages in the northern part of the state whose prices are registered to avoid overcharging, maintains a bureau of information, and makes all arrangements for any tours. It is a civic body organized not to make money but to help visitors to learn something more about the Golden State.



Activity Among the Trade and Professional Sections

Important Information for Every Rotarian

One of the most important features of the San Francisco Convention will be the meetings of the various trade and professional sections. During the past few months the work of securing chairmen and otherwise "organizing" the different sections has been advanced as rapidly as possible at Headquarters with the result that there are now over a hundred sections successfully launched. There are nearly one hundred more for which we expect to secure chairmen and secretaries very shortly.

The general idea of the organization of the trade and professional sections is that thereby Rotarians in the same business or profession shall be brought together for their mutual benefit and to develop worthwhile ideas and plans for the whole trade and profession.

During the year they will keep in touch with each other by correspondence, exchange helpful suggestions, ask one another for information and advice, and otherwise be of service to each other as fellow Rotarians. In some lines it will be possible to recommend customers or clients to each other as people move from city to city.

They will have a "little convention of their

own" each year during the Rotary convention meeting at the place of business of the convention city Rotarian in their line. They will discuss ideas, plans, schemes, methods, dangers, etc., of their work. They will consider the value of Rotary principles to their particular line of business and discover ways and means of spreading among all their trade or profession a better understanding of the meaning of SERVICE.

Some very interesting programs have been promised by the various chairmen for the meeting of their respective sections during the convention and several sections have signified their intention of going in strong for the Lansdowne cup which will be awarded to the trade or professional section having the largest number present at their meeting at San Francisco. The Lawyers section was the winner of this beautiful silver cup at Houston last year. (Donated by the Doscher Jewelry Company represented in the Rotary Club of Houston by Geo. U. Lansdowne.)

If you expect to be present at the San Francisco Convention and would like to know who is the chairman of your section, write Headquarters to that effect and we will put you in touch with him. C. R. P.

Noteworthy Activity on the Part of the Opticians and Oculists

The Rotary Opticians and Oculists will meet on the afternoon of July 19th in joint round table session with the Optical Congress which opens in San Francisco that day. Chairman Eberhardt announces that for the Opticians and Oculists Rotary Section Mr. A. H. Fennimore of San Francisco has consented to act as vice chairman and Mr. W. F. Laufer of Oakland, Cal., chairman of the World's Optical Congress, has accepted the duties of secretary.

Arrangements have been made by these gentlemen so that this joint meeting can be held in the Civic Auditorium in which the Optical Exhibition will be placed. As this occasion will bring together a number of distinguished men, the discussions are certain to prove interesting and valuable. Optometrist Rotarians willing to contribute to the programme are requested to communicate with John C. Eberhardt, Reibold Building, Dayton, Ohio, U. S. A. Details of the programme will be announced later.

Rubber Stamp Men Alive

Chairman E. M. Tilden of Washington, D. C., writes that a committee from his Section in Rotary

will confer with a committee from the International Stamp Manufacturers' Association for the purpose of building a better foundation for their business, adopting a cost finding system, etc.

California Highway Commissioner to Talk

The Construction Machinery Section are trying to get Mr. A. B. Fletcher, Chief Engineer of the California highway commission, to give them a short talk, is the word from Chairman Carl Bradt of Houston.

Printers Active

Chairman Booth reports that the Printers are working up a good program and a good attendance for San Francisco. Anyone who has any suggestions to make as to program or the scope of the work of the printers section is requested to notify Gifford M. Booth, Wichita, Kansas, U. S. A.

Clinic Possible

The Physicians Section, General Practitioners, expect to have a clinic at one of the hospitals in San Francisco. Dr. Roy D. Wilson of Houston is chairman.

The Library and the Business Man

By Hiller C. Wellman

IT IS a privilege to speak on the Library and the Business Man, a relation which I firmly believe is to be of increasing mutual importance.

I should like to talk on broad aspects of the subject, of the vital importance of the business man in the scheme of things, and the dependence of civilization on commerce, and the dependence of both, of course, upon the library, but shall confine myself to certain practical phases, and shall endeavor to describe as concretely and definitely as possible what the City Library offers to aid the business man.

Nothing so notable has been done in promoting the commercial use of public libraries as the establishment of a business branch library by Mr. J. C. Dana in the great industrial city of Newark. Mr. Dana, who we are proud to remember, was librarian in Springfield before going to Newark, established in the heart of the business section there a branch library furnished generously with all necessary apparatus of books, maps and pamphlets, and devoted to aiding the commerce of the city. Numerous accounts of this work have appeared in print and I am sure you would find them interesting and suggestive.

In Springfield fortunately the main library is within easy access from the business section and, as we lack the funds to conduct a separate business branch, we have tried to meet the need at the central building. Of course, our work has not been on so extensive and elaborate a scale as that in Newark but I doubt whether you realize how remarkably the use of the library by business men has grown in the last year or two. This patronage has really already attained surprising dimensions and is an activity that the library authorities are eager to develop further in every possible way.

You have perhaps read in the annual reports of the library's important and widespread provision for the mechanics and artisans of the city. Printers, painters, plumbers, machinists, poultry-keepers, masons, cabinet-makers, textile-workers, designers, even motormen, barbers and chiropodists, all find

books upon their callings and in large numbers patronize the library for this purpose. The ambitious young workmen in all lines of work are finding in the library opportunities of increasing their technical knowledge and thus advancing their earning capacity and industrial value to the community.

The use of such books has quadrupled within a few years and many, many instances have come to our attention of men who, as a direct result of studying the library books, have received larger wages, have passed civil service examinations, have patented valuable inventions or have been promoted to higher positions in their shops. In this way alone, the library contributes, in a degree that is little realized, to the material prosperity of the city. It is a great work and one that I hope will some day be generously endowed so as to enable us to employ more skilled and technically trained assistants to conduct it, and to buy liberally the expensive books which pass out of date so rapidly that they must constantly be replaced with later works or editions.

I have been dealing more particularly with the employe, but this work is indirectly of consequence to the employer and likewise to the retailer who is advantaged by the general prosperity of the people. In this connection I would like to remind you that it is the policy of the library board to make the books as accessible as possible. Branches, stations and agencies have been established throughout the city wherever they would be of service to groups of people; and in particular collections of books are sent freely to the large stores, shops and factories. There is little red-tape or formality, and any employer on a considerable scale may procure from the library a deposit of books, either technical or of general reading, for his employes with, I am sure, resulting benefit in the promotion of their intelligence and contentment.

Of more recent development is the work in aid of the foreigners. Not only are books supplied for them in nearly a score of different languages and texts to aid them in fitting themselves for naturalization, but also books are provided for helping them learn English. Best of all, by the distribution of

NOTE.—Mr. Wellman is president of the American Library Association, and recently delivered this address before the Springfield (Mass.) Rotary Club.

HOWEVER great are the practical, tangible results of the library's utilitarian work, its highest and its most potent and valuable service lies in its ministry in the things of the mind and of the spirit.

printed circulars and lists in foreign languages, by visits of members of the library staff to evening schools and other gatherings of foreigners, by the coöperation of the interpreters of the North American Civic League and various other agencies, the foreigners in large numbers have been led to study these books for learning English. And nothing else, I assume, more immediately increases their earning capacity.

In this kind of work we see many definite results. For example, just recently a business house telephoned to obtain the seal of the University of Maryland, someone else came to ascertain how many cubic feet are occupied by a ton of hay, others for a list of all lighthouses along the Connecticut coast, the law of demurrage on a boat load of coal at a New Haven dock, the injurious chemical properties of a certain foreign wood used in making handles, the address of a New York banker, etc.

For some reason, when it comes to the use of the library by business men, while we know that the books are constantly called for, we often do not know as definitely what they are wanted for. Often the business man simply asks where a certain class of books can be found and prefers to seek for his own information. In many instances the searcher fails to find what he wants because he does not, and apparently will not, state what he is looking for. Now, in this matter of business I feel as if the library often had less definite knowledge of what is needed, especially by men engaged in local and retail business, than in many other classes of books. This applies, of course, to the incidental and related topics, and not to the books devoted to distinctly business subjects.

I suppose it is generally recognized that

business is becoming more and more of a science. The introduction of business courses and schools in the colleges and universities shows this; and in the library, which is quick to reflect tendencies of thought, we see it in the publication of a multitude of books on business subjects. Five years ago the great majority of these did not exist and there were few or no works on similar subjects. As competition increases it follows that the old haphazard methods are less and less likely to serve and success is more likely to come to the man who makes a thorough study of his business and its various conditions. Even the smartest man is not harmed by comparing the experiences of others who have been notably successful or have given the subject careful examination and thought—and this is now found in books.

This, of course, is one reason for the immense interest that has grown up in the subject of efficiency and scientific management which applies to almost any occupation. The Springfield library has provided all the important books on this subject that have been published; they are in constant use and by some of the largest and most enterprising business houses in the city.

Another subject which touches almost all lines of business is advertising. That it really is a matter of vital consequence we have discovered in the library where we do a good bit of advertising on our own account and we have found, for instance, that a list entitled "A Score of Interesting Biographies" is only one-tenth as valuable in circulating the books as an exactly similar list but better printed and bearing the more catchy title, "Men Who Have Succeeded."

Books on advertising have lately appeared by the hundred and the library has a large

THE Business Man owes it to the community to be informed. He must be broad minded, tolerant. This comes from experience and also from reading and understanding varying opinions and viewpoints.

collection of the best which give not only the theory but practical applications and examples—cyclopedias of selling phrases and carefully constructed circulars. In many instances advertisements which have actually proved “winners” are presented and studied. Even the expert might find this material useful and for the layman who attends to his own advertising it should prove a Godsend. Indeed, it would seem as if almost any business house would find here helpful suggestion and valuable guidance and I judge that such is the case from the bareness of the library shelves in this section.

It is also for advertising purposes, no doubt, that the great use is made of the directories. The Springfield library's collection, supplemented by telephone directories many of which are classified, covers all of New England and a number of the larger cities in the United States. Only lack of funds prevents purchasing the latest issues but by a system of exchange many directories are received when a year old and seem fairly satisfactory.

There are also many classified lists such as the government's list of educational institutions, of religious societies, etc., and the *New England Business Directory*, the *Paper Trade Directory*, the *Textile Blue Book*, and similar publications that are used in circularizing. The name and address of the manufacturers of any product may be found in such works as *Thomas Register of American Manufacturers*, the great *World Trade Directory* published by the U. S. Bureau of Manufactures, and *Hendrick's Commercial Register of the United States*.

In connection with advertising also I would call attention to the collection of pictures. Here are gathered nearly 200,000 pictures, photographs, engravings, cheap prints,

and illustrative material of all sorts and kinds, classified and arranged for handy reference. These are used by newspapers, illustrators, designers, scene-painters, costumers, and others too numerous to mention. They are of especial value to photo-engravers and lithographers and men looking for designs for advertising. And for this will be found useful such volumes as *Printing Art*, *Graphic Arts* and *Crafts Year Book* and similar publications.

Books are available on all branches of bookkeeping from that suited to the smallest retailer to that of the largest corporation or the expert accountant; and especially books on systems of cost accounting which, while it applies largely to manufacturing, has also been found of value in many retail establishments. A noteworthy publication has just come from the University of Wisconsin on “Retail Selling and Store Management.” There are also books on credits, on window-dressing, on sign-making and show-card writing and other subjects which are useful to the employes of the business man.

Since the introduction of the parcels post the mail order business has become more prominent and should be particularly important in this center of New England. There are books telling how to build up and enlarge the mail order business.

Another class of books which is being more and more used and which doubtless appeals to the successful business man includes those on investing. Many of these have been published recently and are used not merely by bankers but by investors who wish to learn how to analyze corporation reports, to determine the qualities of a sound bond, to ascertain the best class of securities when prices are rising or falling, and similar matters regarding the theory of investments.

Are your clerks so proficient that they would not benefit by reading some of the many books on salesmanship written by adepts in the art? Do you yourself want to learn the experience of a government engineer with different vacuum cleaner systems? Do you wish general information on commercial law? or trade-marks and trade names? or patents? The library has the huge files of United States patents including the specifications and drawings.

Do not forget that your library has the cable codes which will enable you to have a cable translated over the telephone, if you do not happen to have a code or if you receive a message in the evening after business hours.

I have not mentioned the books which apply to special classes of business but there are many such.

There are good books on the printing art, on candy making, on founding, on the theory of real estate values, on insurance, on marketing fruit, on machinery and machine design, on power plant engineering, on concrete construction, in fact, on most of the lines of business and manufacturing that are followed in this neighborhood; and there is a good collection of works on industrial chemistry and similar matters that apply to many of the different industries, and best of all these books are in constant service.

A great deal has been said recently about the South American market. In the library will be found excellent guides to exporting such as *Hough's Elementary Lessons in Exporting*, the *Exporter's Gazetteer*, and the valuable South American trade directory issued by the United States Government. We never know what form the demand will take. Immediately after the war was declared, for example, all the books on dyes and dyeing went out and many business men also came to the library to study up the sources from which were obtained the supplies which they used.

Would authoritative information like the following be of interest to the business man? A statement that owing to the war there is an especially good chance for American products in Madagascar, with data regarding the shipping facilities, freight charges, tariff, banking and exchange rates, and the cost of war insurance on goods from the United States; in another instance the name of a commission agent whose financial standing is vouched for and who wants to serve as an American agent for auto trucks; a notice

that a large hotel is being constructed in Canada, and that there is good opportunity for an American house to supply furnishings; the fact that there is an opening in Italy for American tools, especially of tempered steel which while admittedly superior have hitherto been kept out by the cheaper tools of European manufacture; that there is a particularly favorable opening for American motorcycles, automobiles and trucks in Russia, with information where they are needed and what kinds are needed; an opportunity for supplying rolling stock in connection with recent railroad construction in Brazil. These facts, vouched for by the United States Government, were taken almost at random from the recent issues of the consular reports published every day. This is but one of the periodicals on file in the periodical reading room. There are fifteen others devoted exclusively to business and fifty more to various branches of trade and industry.

But "a man's life consisteth not in the abundance of the things which he possesseth" and there is an entirely different field in which the library should aid the business man and of which I should like to say a word in closing. And however diffidently I touch on its value in business, here I speak without uncertainty or apology. The business man occupies a position of peculiar responsibility in the community. In many matters he is a leader of thought. On all sorts of social and civic matters I hear him quoted as authority; and where new projects come up one of the first questions asked is, what does the hard-headed business man think of it?

The business man, therefore, owes it to the community to be informed. But he must view affairs not simply in the light of the present but also through the perspective of the past. He cannot possibly understand the present without knowledge of the history of events which have brought the present into being. He must also be broad minded and tolerant and this comes not simply from experience but likewise from reading and the understanding of widely varying opinions and viewpoints. In this field surely the library can serve the business man as well as the rest of the community. And however great are the practical, tangible results of the library's utilitarian work, I trust we shall never fail to realize that, not simply its highest, but its most potent and valuable service lies in its ministry in the things of the mind and of the spirit.

Good Air Means Better Business

By Arthur E. Freeman

THE engineering profession has become divided and specialized, and we have our electrical engineers, hydraulic engineers, civil engineers, mining engineers, mechanical engineers, etc., each branch being a separate profession and becoming more distinct with the advance of knowledge in the various lines.

Today the various general branches of engineering are subdivided and still further specialized, and among electrical engineers we have the power man and the illuminating man; among civil engineers we have the bridge man, the railroad builder, the water-works and sewerage system engineers; from among mechanical engineers we have the steam engine designer, the power plant expert, the specialist on sanitary and domestic engineering, and many others, and this specializing is due to the increase of knowledge along the different lines.

The branch of mechanical engineering to which my profession belongs is that of sanitary and domestic engineering, and consists of the preparing of plans and specifications, furnishing of estimates, supervision of work or giving of advice (for a certain compensation) for plumbing, heating, and ventilating work in all classes of buildings.

For the general reasons given above, an architect can not rightfully be expected today to be both architect and engineer on a large building, this statement being proved by the increasing demand for the services of domestic engineers. And if the reader will grant that the services of an engineer are advisable for such work, he must admit that extra compensation should be given for the added service rendered. An engineer's fee is comparatively small and the engaging of a competent man of that profession is an assurance that the mechanical system of a building will be properly arranged, adapted, and installed to meet the particular requirements, and will be as cheap in first cost and cost of operation as is consistent with those requirements.

Inasmuch as the engineer will prepare detailed plans and specifications for the work, the heating and plumbing contractors can bid accurately and closely on the same layout, thereby giving closest competition, and

are not compelled to increase their tenders to protect themselves against unforeseen requirements. Further, they are relieved from the costs of engineering work themselves, with the result that the compensation for engineers' services should be many times saved in the reduced cost of the work.

I have mentioned these points for the reason that my profession is one of the newer lines, the working out of which is not generally as well understood as are the older branches of engineering.

Most everybody can tell when a plumbing system is not working or when a heating system is unsatisfactory, and promptly registers his kick accordingly. There are, however, many systems of both plumbing and heating which are giving the required results and are apparently satisfactory, while as a matter of fact they may be very uneconomical in operation or may have cost much more in the first place than they should have.

Ventilation is a more intangible subject; we do not see or feel bad air, and are only conscious of it from the after effects which it will produce, such as heaviness, sleepiness or a headache. If we are being entertained, as in a theatre for instance, we will submit to bad air conditions for perhaps three hours with never a thought. When we get to the open air, however, we will unconsciously throw back our shoulders and draw in a deep breath, simply to satisfy the subconscious demands of our lungs. A person coming from a theatre may have a dull, heavy feeling, or have a headache, but is rarely sleepy, because he has been entertained.

People heed the warning of a backache or stomach ache who will pay no attention to the after effects of an exposure to foul air, although it is a recognized fact that such exposure is not only detrimental to health, but positively injurious in the long run. Up-to-date factories today employing a large number of people have repeatedly demonstrated that, as a commercial proposition, more work is produced in the same time from the well-ventilated shop, and the men's health, spirits and general attitude are better to the extent that the value of the increased output more than pays for the increased cost of operation and the interest on the cost of the ventilating system.

Artificial ventilation is a process of dilution

NOTE.—Mr. Freeman is a consulting engineer and a member of the Rotary Club of Toronto.

at best and sufficient fresh air is introduced into a room to maintain a certain standard of purity, the real problem being to bring in this large volume of pure air without creating drafts and to keep a uniform standard of purity all over the room. This can only be accomplished by the use of large ventilating fans properly installed and arranged to introduce and exhaust the fresh and foul air at the most advantageous points.

There are many forms of window ventilators and such devices on the market today, but for the most part they are totally inadequate to perform much real ventilation work, as they cannot supply air in sufficient volume.

You have probably heard of or seen some of the new devices for making ozone by means of electricity, and have heard of their ventilating qualities. These machines change the oxygen *already present* in the room to ozone, which is much more active, and the immediate effect is to clear the air. But the machine is drawing oxygen *from the room itself* and simply transforming it to a state in which it is used up more rapidly. If, however, this machine draws the air from out of doors, creates the ozone and discharges it into the room to be ventilated, then a decided benefit is derived.

Our modern buildings are well constructed and far tighter than they used to be. There is far less natural inleakage of fresh air into them and they are also more densely peopled than formerly. Consequently, the necessity for proper artificial ventilation is greatly increased. People demand good plumbing facilities and expect adequate heating systems. More benefit could be derived from proper ventilation than from either of the others.

Closely allied with ventilation is the subject of the humidity of the fresh air supplied, an important consideration often overlooked. Relative humidity is given as a figure which means the percentage of moisture present in the air figured on a basis of saturation. Thus a humidity of seventy means that the air contains seventy per cent of the total amount of water vapor that the air could contain at that temperature. The total amount of moisture that the air can hold without precipitation depends upon the temperature of the air, the higher the temper-

ature the greater amount of water. Pure outdoor air contains generally from fifty to seventy per cent humidity.

If now, we draw normal air from out of doors at say ten degrees above zero and then warm it up to perhaps seventy or eighty degrees for ventilation purposes the relative humidity has dropped to about a twelfth of what it should be and sufficient moisture must be added to give the proper humidity to the warmed air, else we may be breathing air drier than the driest air of the Sahara Desert. The effect of too dry, though pure, air is bad and somewhat similar to that of poor air, and is caused by the too rapid evaporation of moisture for the membranes and surfaces of our bodies.

It is often necessary to draw air for ventilation purposes from near the street or from other dusty and dirty localities. In such cases the air should be washed and dried. This interesting operation is accomplished by passing the air through a washer, which is a chamber filled with a uniform, fine, dense water spray. The dirt in the air is here picked out by the particles of water. The air is then passed through so-called eliminator plates where such of the water as is carried with the air is separated. These eliminator plates serve to rapidly change the direction of the flow of the air and the water particles containing the dirt being heavier than the air particles are thrown onto the plates by their own inertia and thence are drained off. Ninety-eight per cent of the dirt in air can be thus removed. I have known of cases where an even barrel full of dirt is extracted each day from the air used for ventilation purposes.

Ventilation systems are usually designed in accordance with the general laws of physics. Thus where people are not closely crowded together fresh air is usually admitted above the breathing plane and the foul air exhausted at the floor. In crowded auditoriums such as theatres there is sufficient animal heat given off from the audience to give a natural upward flow, and in such cases fresh air is admitted at the floor and the bad air drawn off from the ceilings.

If man would remain as happy and as healthy as possible, he should surround himself with as many pure natural conditions as he can, chief among them being pure air.



A Small Working Plan for a Large Philosophy

By M. C. Potter

PHILOSOPHY, as is also education or religion, is the outgrowth of life. It is not, as has been said, that philosophical ideals are imposed upon life. It is only after something has been done and done again that someone of more leisure than another has been able to formulate a philosophy concerning these happenings.

American conditions made it possible for a "pioneer philosophy" to grow up. Of necessity every one had to be a jack of all trades, equal to any emergency. Each was a doctor, a tailor, a farmer, a lawyer, as required, until finally the American has become sufficiently self sufficient, thoroughly able, as he still believes, to do anything which may come to him. He does not consider that he needs special training for any emergency. In fact it is only recently, very recently, that he could at all tolerate a specialist in any line; for example in his politics has he demonstrated his absolute faith in himself. Any man so long as he can read, write and perform the duties of citizenship is eligible to represent his locality. Due to his comparative isolation in pioneer life he has been able to absolutely assert his individuality along his every line of endeavor. He could build his house as he pleased and make all the noise he pleased. Practically, he was a law to himself within his small demesne.

But where is the frontier today? It has gradually vanished and though a certain degree of independence of his fellows is true in rural and country life, it is rapidly changing, under urban conditions.

Someone has said that the trouble with our cities is that we have brought our country habits to town. Here, in order to live peacefully and in harmony with our neighbors, we must be mindful of them. It is when we insist upon asserting our individual freedom that we make trouble for ourselves. What pandemonium results when the dwellers in an apartment yell all they want to, as they could harmlessly do in frontier isolation!

It is because of our assertion of individual taste in architecture that we have the monstrosities in building in cities. An Italian villa is seen next to a Chinese pagoda and on the other side is found a French château.

But how different in denser conditions where the individual is restricted by society; he may not build a house or an addition to his house until it is approved by a commission of architects and by his neighbors, who may study his plans which are centrally filed for inspection and make complaints in case the design, height and general construction does not harmonize with the surrounding buildings. Collectivism has reached a rather diabolical extreme in Europe where, by force of necessity, due to congested population, society has found it necessary to consider the individual as merely a cog in its great machine. Individualism, developed by our frontier conditions, last century reached the opposite extreme in America.

Gradually a new philosophy is growing up among us. The American egotist—the individualist—has recognized that he owes something to his neighbors.

But reform cannot be accomplished through spasmodic effort. It must grow from within. So this new philosophy. This golden mean of rational living must be developed by living it. The new community feeling—recognition of society and its demands, together with individualism with its buoyant enthusiasm and hopefulness is the golden mean toward the realization of which American life is slowly striving and meanwhile making for itself its own machinery.

No American fails to recognize the school system as a great enginery of the Republic. Future citizens possessing both adaptability and social adaptation must be developed by it. The most recent improvement in its transmission and bearings is perhaps "industrial," "prevocational," or "manual training" at public expense.

The massing of people in urban communities has wrought dubious changes in the life of the nation and laid this new problem at the door of the educational system. Every student of these changes realizes that the

NOTE.—Mr. Potter is a member of the Milwaukee Rotary Club and superintendent of schools of that city.

school must assume greater responsibilities in providing suitable handwork for the young who, in their transition from the rural district to the environs of the city, have been deprived of the moral and physical training resulting from the doing of chores, and are exposed to the pernicious temptations of idleness and mischief. The transition from active individualist to passive member of society, from country to city, from rural home sufficiency to the metropolitan division of labor has well nigh wrecked the character of our middle classes. Somehow, by simpler means the far flung pestilence of palsied idleness in leisure hours must be extirpated.

Manual training was introduced in the schools as a substitute for chores, but it was added to the already crowded school curriculum instead of being assigned to the early morning and "after school" periods. One result of this cutting of school time is the nation-wide cry against the inefficiency of the schools, the criticism that our children cannot use good English, that they are unable to compute simple sums and that they are woefully ignorant of geographical and historical data. After ten years of manual training in schools, observers saw that it did not in the slightest degree affect the child during the "after school" period; hence the urgent suggestion that the child should be guided in his amusements after school, and the establishment of an elaborate system of social centers. But the problem of guiding the activity of the child after school by supplying suitable and interesting home work has never been attempted, work that should be done at home by the individual child and not by children in masses at some public place.

In addition to drawing, paper folding and cutting or clay modelling offer all the necessary occupations for children under ten years and these exercises can be performed well and happily at home after the proper impetus is received from the teacher. Newspapers and wrapping paper may be found in all homes and young children can be constantly using this material.

Girls above ten years are taught sewing in school. They must be encouraged to do it usefully and steadily at home. They should be able to consult with a sewing teacher on Saturday mornings and after school, and encouraged to construct articles that are needed in the home. If parents know that a teacher is always ready to help in the repair of domestic articles, the teacher need not constantly worry about her course of

study, nor about the material to be used, nor the size of her class, nor the co-operation of the home; and the philosopher may rest assured that at last "drudgery" has been dignified.

There is no good reason why a girl who takes cooking in school should discontinue her sewing at home, or vice versa. The woman engaged in domestic science in the home is obliged to do both, and the girl who is on the threshold of womanhood should be prepared to give attention to each subject with equal interest.

Every grammar school building should have a boys' manual training room in the basement equipped with benches, a grindstone and with large racks containing tools to be used for woodwork. Bench drawers weaken the bench, while they encourage and conceal slovenliness. There should be dozens of saws, chisels, and planes, and these should be given to pupils, and records kept on cards, exactly as library books are issued. Every tool returned should be examined by the mechanic and the pupil who returns a dull tool should be obliged to put it in condition if possible, or charged a small fine for repairs.

This room should be open afternoons and Saturdays for which time the good teacher mechanic can readily be secured at wages equal to those which he would receive at a shop for over time. It is not good policy to hire an impractical and theoretical teacher; it is far better to hire an experienced mechanic of good habits, who is familiar with tools, materials and the needs of the home, but with a real liking for boys.

All material used in construction must be furnished by the boys. There should be posted outside the stock-room door a list of all dealers in the neighborhood where lumber, nails, glue and paints may be purchased together with the prices of the materials. This list will stimulate boyish enterprise and will act as a "control" on the school prices. The mechanic will discuss with the boy the article to be made, make suggestions in regard to same, and give all the necessary help. He will encourage thrift by suggesting how useful articles may be made out of wood that is often thrown into the stove, and he will arouse the initiative in many a boy to look about his home for the purpose of making improvements. There will be no class instruction of any kind, merely individual help, the mechanic being in the position of consulting engineer.

Boys in school periods make chiefly useless

or at least impractical articles. They do not desire to make them. They make whatever they are told to make. There is little opportunity offered for originality or initiative. Most boys would like to make things for the home outside of school hours, but they have no tools, and if they had tools, they would not know how to use the crude material that they have on hand. The loaned tools and the mechanic will overcome this difficulty. One of the strongest, wisest souls I have ever known, and a successful man in every way, told me last Christmas: "As a boy, I felt the lack of tools. I made articles for the

home out of old discarded lumber using chiefly a hammer and a knife. My desires could never have been gratified by manual training work at a 'center,' but oh! how I would have appreciated tools and a good adviser."

Shall today's successful business men fail to help such little fellows tomorrow? Let's help them. We may have citizens then, after a while, neither on the one hand, violently independent, self sufficient and brother-exploiting, nor on the other hand socially sentimental and narrowly adapted by education and business into individual helplessness.

A Briton's Observations of U. S. Rotary

By Thomas Stephenson

AN AMERICAN Rotary Luncheon is a different affair from ours in many ways. The conditions are different. Here we come out of our week-day atmosphere of business conservatism to bask for an hour in Rotary sunshine, and when the hour is over we put on our hats and return to our conservatism. Over there they have no conservatism; they seem to be planning all week what they are to do on Thursday (or whatever day it is), and when they meet they do it. Our conservatism has to be thawed out of us by a good lunch before we feel Rotary-like: in short, we are not real Rotarians till lunch is over. But American Rotarians are Rotarians all the time.

The proceedings begin with the soup and end with the cigars. The appearance of the fish is the sign for a speech from the chair—possibly some announcement or other—after which will follow the great Rotary Chorus: They say that our President ain't got no style, But he's style all the while—style all the while.

Men address each other across the room by Christian names, speeches are made during the courses, and everything is devoid of formality and most delightfully irregular. We Britishers need to be *fed* before we can do anything at a Rotary lunch; Americans are at it from the beginning. At Chicago I was called on for "a few remarks from the British Delegate" before I had finished my soup.

NOTE.—Mr. Stephenson was a delegate to the Houston convention from the Edinburgh Club, of which he is the secretary. These impressions were published in *The Edinburgh Rotary Bulletin*.

That is one of the reasons why the American Rotary Clubs get through so much more business during their luncheon hour.

From this it will be seen that the "ten minutes' talk" occupies only one-sixth of the luncheon programme, and that there is plenty of time for "pulling off stunts" in addition. All the "stunts" have for their object the fostering of closer acquaintance among the members. The old-fashioned schemes for business-getting are now obsolete, and the Clubs work on the principle that Rotary begets acquaintance, etc. Drawing for places is quite common.

An excellent "stunt" practised by Mr. Mulholland at Toledo when I was there, was as follows:—Mr. Mulholland stood up and said in a loud voice, "Will the member for *Type-writers* stand, please?" Up stood Mr. Brown. "Mr. Brown, please give the names and businesses of the men at your table." This Mr. Brown did correctly. "Who is the member representing *Writing Paper*, Mr. Brown?"—"J. G. Smith." "Thank you: Mr. J. G. Smith, stand up (Smith stands up). Suppose I want a tombstone, who can supply it?" Mr. Smith didn't know. "Ah! Mr. John Jones, tombstone-maker, please walk across and shake hands with Mr. J. G. Smith, writing paper.—Now, gentlemen, you know one another." And so on.

This was at times varied by asking a member to say where Mr. So-and-So was sitting, and what business he represented. I can conceive that a "stunt" of this kind "pulled off," say once or twice a month, will soon get the members to know one another.

At Toledo a very pretty custom is adopted of decorating guests with a special badge. This shows them to be guests and brings members round to speak to them, thus not only giving the guest a better impression of the Club, but providing a pleasant souvenir of the occasion.

The Automatic Roll Call is another feature at American Rotary Luncheons. Beginning with the top table, each member stands up and states his name and business. Thus: "James Brown, Draper"; "John Solomon, Adding Machines"; "Richard Watson, Life Insurance," and so on. This takes a little time, but as it is done *during* the meal, it does not hamper the business. I fear, however, that the average British Rotarian could not easily be got to stand up during feeding-time and announce his name and business with, possibly, his mouth full of roast beef at the time!

Rotation of Chairmen is a feature at some Clubs. The President, Vice-President, and various officers take their turn at presiding, and give a certain variety to the proceedings.

This cuts both ways, for a president soon gets to know his Club, and can handle a meeting much better if he is regularly at it, than if he gets his turn only once in four or five weeks.

The Chairman's mallet or gavel is always in evidence. When an American begins to talk about his own business, nothing short of an earthquake will stop him. The Chairman's gavel is regarded as the equivalent of an earthquake, and some of the gavels I saw over there seemed quite capable of producing

one. It is always wielded without mercy, and to the exact second of time allowed.

A feature of American Rotary functions is the entire absence of intoxicating liquors. And strange as it may appear to us, one does not miss them. There is an exhilaration in the Rotary atmosphere there that renders stimulants unnecessary. Not that our friends are abstainers, by any means. They are always ready to invite one to the bar, and their cocktails and gin fizzes are fearful and wonderful. But they don't seem to want it at meetings, and when one sees a Rotary luncheon as it is, one trembles to think what sort of pandemonium it would become if liquors were admitted.

Fines are freely imposed on members, and are cheerfully paid. For taking the wrong seat, 25 cents; for not wearing a badge, 10 cents; for various other misdemeanors, from 5 cents upwards. At one luncheon I was at, over a dozen members came up to the Secretary and reported themselves for some fault or other, paying the fine.

New members are made much of at their first appearance. They are introduced to the members by the Chairman, asked to speak, and generally made quite at home from the start.

Such are a few of the features of a Rotary Luncheon on the other side of the Atlantic. British Rotary cannot copy their methods in all details, but there is much in them that is instructive. At any rate we can cultivate the Rotary spirit which is always strongly in evidence, and by making one another's closer acquaintance at our meetings we can help the movement to spread in this country.

"He's a Pretty Good Fellow After All"

I AM WILLING to go on record at any time or place, as an advocate of getting acquainted with people, instead of sizing 'em up too much by outward characteristics and appearances. On an average of once a year, I get well acquainted with some man I've had strong prejudices against and find that he's a pretty good fellow after all."—GEORGE W. BAHLKE.

Central Division U. S. A. Conference

By Philip R. Kellar

A WONDERFULLY inspiring meeting may be said to epitomize the feeling which every one of the more than five hundred Rotarians who attended the Conference of the Central Division U. S. A. at Chicago, February 22nd, carried home with him. These men represented nearly forty clubs of the Central Division, and all were convinced that next to an International Convention, a district conference is one of the great events in Rotary.

It was a real get-together meeting and while all those in attendance had a good time business was the order of the day. The discussion of Rotary principles and their application to everyday life was participated in by able Rotarians from Illinois, Ohio, Iowa, Indiana, Wisconsin, Missouri, Michigan and Minnesota. Perhaps the most acute interest manifested during the morning, afternoon and evening sessions was during the reading of Director Klumph's reply to Rotarian Skeel's article "Greater Rotary" and the discussion that followed, which preceded the submission to a vote of the question "Is the limitation to one representative to a line of business or profession an indispensable and permanent feature of Rotary?"

After some amendments to the question in the original form the Conference voted by a large majority that it was opposed to the plan for a greater Rotary as proposed by Mr. Skeel.

The Conference was called to order by President Angster of the Chicago Club, which acted as host to the Conference. Mr. Angster then turned the chair over to International Vice-President Biggers, who alternated with Director Klumph during the morning and afternoon sessions. Mr. Biggers was also chairman of the evening session and Mr. Klumph, toastmaster.

International President Mulholland, International Secretary Perry, Past International President Greiner and President Emeritus Harris were in attendance but reserved their big batteries for use at the evening session which was a banquet of food and a feast of Rotary principles explained by International officers. The scope of these banquet addresses is indicated by their titles. Secretary Perry's subject was "Rotary Origin"; Greiner's was "Rotary Past"; Mulholland's, "Rotary Present," and Harris spoke on "Rotary Tomorrow,"

which was published as an editorial in THE ROTARIAN last month.

Among the other events that featured this Conference which will long be remembered by those who took part in it was the address by Allen D. Albert of Minneapolis on "The Philosophy of Rotary." Rotarian Albert held the closest attention of every man while for twenty minutes he discussed from the highest moral and ethical standpoint the principles of Rotary and their application to everyday life.

There was a spirited discussion which followed the introduction of a resolution that the Conference send a telegram to President Wilson asking him to issue a proclamation to the American people that any American ship sailing through the "war zone" proscribed by Germany would sail upon its own responsibility. The sentiment was unanimous that everything possible should be done to aid President Wilson in his effort to keep the United States from becoming entangled in the European war, and many of those present gained valuable information about international law. It was finally decided, however, that it would be unwise for Rotarians to attempt to advise President Wilson as to the method for him to follow in order to preserve the neutrality of the United States.

Following a very full morning session which began at 9:30 and continued without any interruption, a Rotary luncheon was given in charge of three Rotary Club Presidents from cities outside of Illinois, which abounded with the typical Rotarian fun and the true Rotary spirit.

The afternoon session, which continued until after six o'clock, was followed almost immediately by a banquet.

Chairman Biggers used a new gavel, being the hub of a wagon with one of the spokes for a handle. This was not full size. It was the gift of Rotarian Studebaker of South Bend.

A "baby" Rotarian from a "baby" club, A. E. Mitzel, of Canton, had difficulty in convincing the other Rotarians that he really was a new hand at the business after he had made a five minute talk on Inter City Relationship.

The district conference again proved itself to be another great forward step in the extension of the Rotary movement.

The Philadelphia Conclave

By E. J. Berlet

NO CONVENTION ever held in Philadelphia was more successful than the conclave of the Rotary Clubs of the Eastern Division U. S. A., February 23rd. No other public gathering has created a more favorable impression upon outsiders and the unanimous opinion of all those who took part in this meeting is that Rotary has been given a great impetus in the Middle Atlantic and New England States and that its growth will be wonderfully accelerated as a result.

It may be taken as indicative of the spirit with which Philadelphia welcomed the conclave that the City Hall was officially illuminated in the evening in honor of the conclave.

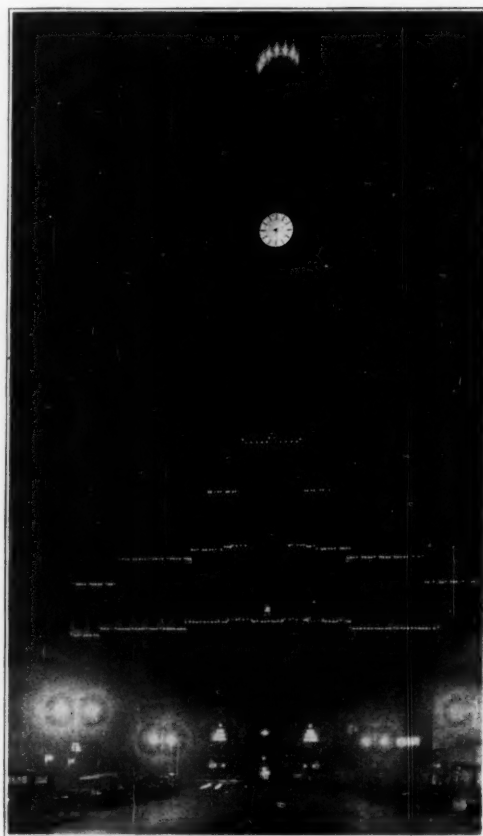
The *Philadelphia Press* commenting editorially upon the conclave said: "Philadelphia has taken kindly to the Rotary Club idea for a closer affiliation among the business men of the country. In turn the Rotary Clubs elsewhere have taken kindly to Philadelphia as a center of enlightenment and progress along the lines of co-operation for efficiency. Hence the significance of the meeting here on Tuesday.

"New organizations breed new duties in the commercial and industrial life of a nation, no less than in its political life. This condition is fully realized in the Rotary movement which is described with considerable truth as 'the aristocracy of character and efficiency.'

"From such an organization the people of every community where a Rotary Club exists cannot fail to derive inestimable benefits."

The *Philadelphia Star* in its news report of the conclave said: "The conclave voiced business optimism all through its discussions. The speakers declared that business optimism was a principle of Rotary. The six hundred business men from the Middle Atlantic and New England States hail Rotary as a new idea in business, which ran like wildfire over the country and was on its way around the world."

The total attendance at the conclave was 555, including 84 ladies. There were twenty-two clubs represented, and among the representatives were fifteen club presidents,



Philadelphia City Hall "all lit up" in honor of Eastern Division U. S. A. Conclave.

eleven club secretaries and seventy-six members of club committees.

The fact that only twenty-four of all those present had previously attended a national or an international convention is cited by International Vice-President Berlet as a justification of the plan for holding divisional conferences or conclaves to make it possible for many Rotarians to get together who might be unable to attend the International Conventions.

The morning was given over to entertainment, the afternoon to the study of Rotary principles and the evening to the banquet at the Manufacturers' Club.

The visiting Rotarians were welcomed to Philadelphia by Guy Gundaker, President of the Philadelphia Club and International Vice-President Berlet presided at the meet-

ings. Past International President Glenn C. Mead sounded the keynote of the conclave in his talk on "The Decennial of Rotary" when he said: "Rotary of today occupies advanced ground. It has boldly taken up the business man's burden. This burden consists in the performance of a duty to society, to civilization and to Christianity—to 'love your neighbor as yourself.' Business and commercial life have largely shaped our civilization and contributed of their savings to the maintenance of church and school but the duty does not end there. By our service we must contribute to humanity all within our power."

Stewart McFarland of Pittsburgh sounded a similar note when in discussing "Overtones of the Rotarian Processional" he said: "Rotary, like success, is nine-tenths vision. Most of us came into the club hoodwinked by selfish motives but when we were introduced into true Rotary light and caught the vision we remained and served. We came to get and we stayed to give."

Gundaker's address of welcome, which is printed as an editorial in this issue of THE ROTARIAN, was received with great enthusiasm.

Considerable time was given to the dis-

cussion of the International Convention and the duty of clubs towards that convention. International Director Gettinger and Rotarian Ralph D. Baker of Camden presented particularly strong pleas along this line.

Samuel Cook of Syracuse, H. B. Simons of Worcester, Lester Winchenbaugh of Boston and William W. Keck of Reading indulged in an interesting discussion "Hitting the Bull's Eye." McFarland's paper was discussed by William Essick of Harrisburg and Walter Smith of Trenton. Thomas F. Hisky of Baltimore summed up the papers on "Ideal and Practical Discussions of Rotary." The papers on the International Convention were discussed by a number of speakers as was also the subject of Inter City Relations.

Telegrams and letters of greetings from other cities which had celebrated the tenth anniversary of Rotary by conference and get-together meetings were received and read during the sessions.

All together, Philadelphia Rotarians have good reason to be proud of themselves and their city and Rotarians throughout the Eastern Division U. S. A. have reason to be grateful for this conclave and good cause to anticipate and expect a great and permanent good to follow it.

The New Orleans Get-Together Meeting

FOUR states were represented at the get-together meeting in New Orleans to celebrate the tenth anniversary of Rotary and Rotarian Burk of the Crescent City is responsible for the statement that "Had a stranger dropped among the Rotarian members during this celebration he would certainly have thought the club was the biggest thing in New Orleans and we do not doubt but such a thought would have been little far from the truth, for most certainly there has been no club in this 'neck of the woods' which is laying the foundation to do more aggressive and systematic work than this."

Louisiana, Alabama, Texas and Iowa were represented at the meeting, Rotarian Orcutt of Sioux City being the Hawkeye present. Among the other visitors were Dr. Seale Harris, President of the Mobile Club, and Rotarian Vining of Austin.

The visiting Rotarians were given the right start with a Southern breakfast at the De Soto Hotel immediately after their arrival in the city. The rest of the forenoon was

consumed by a tour through and around the city and then followed a regular Rotary luncheon. Through the afternoon there were many informal gatherings and visits to factories, shops and stores and in the evening the real celebration to which all this had been preparatory took place.

There was a fine banquet at the De Soto Hotel, to which the ladies had been invited, and a fine lot of oratory and a big quantity of solid mental food and enough fun to spice the affair. Dr. Oscar Dowling, President of the Louisiana State Board of Health, and Dr. Harris both told of the work that is being done to improve the sanitary and general health conditions of the South and their states and cities in particular and urged the co-operation of Rotarians with the boards of health. Dancing followed the banquet.

Telegrams were received from five clubs with wishes for a successful celebration and Secretary Perry telegraphed to the same effect and added the wish that he could be present.

The Minnesota Round Table

AN INTERESTING and helpful meeting of representatives of the Minnesota Clubs was held at Minneapolis, Feb. 19, when seven topics vital to Rotary were exhaustively discussed. C. Paul Tracy of Minneapolis acted as chairman and Herbert U. Nelson of the same city as secretary.

It was unanimously decided to make the Round Table discussions by the four clubs—Duluth, St. Paul, Superior and Minneapolis—a permanent part of Rotary in the state, with meetings twice each year, four months before the International Convention and four months subsequent to this event. James H. Lee of St. Paul was appointed chairman of a committee comprised of the secretaries of the four clubs, to promote these future meetings.

Those present were: Minneapolis—Messrs. Thresher, Tracy, Webb, Wood, Van Doorn, Nelson, Warner, Patten and Bergman; St. Paul—Messrs. Lee, Temple, Keljik, Huntington and Hull; Duluth—Messrs. Bate and Mackintosh.

The topics discussed and the action taken thereon, as reported to the four clubs with the recommendation that the minutes be endorsed and returned to the Minneapolis club to be forwarded to the International Board of Directors, were:

Topic.—Shall there be created a new membership classification for the purpose of retaining in Rotary members who have changed their occupation so as to come into competition with other members then in the club?

Resolved, That there shall not be created a new membership classification for the purpose of retaining in Rotary members who have changed their occupation so as to come into competition with other members then in the club. **Vote.**—Affirmative seven, negative six.

Topic.—Shall each member be required to comply strictly with the attendance obligation of his club or shall the attendance of any member representing a concern having more than one member in the club be accepted as fulfilling the attendance obligation of his associates?

Resolved, That any Rotarian who does not at-

tend one out of four meetings, or present an excuse for not doing so, shall be dropped from the club. **Vote.**—Affirmative thirteen, negative none.

Topic.—Shall the business affairs of the club be disposed of on the meeting floor by the membership or shall they be handled by the governing body?

Resolved, That the business affairs of the club be handled so far as possible by the governing body instead of on the meeting floor. **Vote.**—Affirmative fourteen, negative none.

Topic.—What form of entertainment is most desirable?

Resolved, That the form of club entertainment be left to each club's governing board to determine, but that as a rule it appears desirable that the entertainment should so far as possible be provided by the club's own members. **Vote.**—Affirmative thirteen, negative none.

Topic.—Is it desirable that Rotary be advertised to the general public?

Resolved, That it is desirable to advertise Rotary ideals and principles to the general public, but not to ask club members to advertise as Rotarians. **Vote.**—Affirmative eleven, negative two.

Topic.—Shall members of the Rotary Club circularize the members of clubs other than their own as Rotarians?

Resolved, That Rotarians shall not circularize the members of Rotary clubs other than their own as Rotarians and that club secretaries shall not supply rosters of other clubs to be used as a mailing list. **Vote.**—Affirmative thirteen, negative none.

Topic.—What about the future of THE ROTARIAN?

Resolved, That an able and experienced editor should be engaged to give his services exclusively to editing THE ROTARIAN magazine and that he and the magazine, its policies and finances, be under the supervision of the International Board of Directors. **Vote.**—Affirmative thirteen, negative none.

Statement of the Ownership, Management, Circulation, etc., of THE ROTARIAN, Published monthly at Mount Morris, Illinois, required by the Act of August 24, 1912.

| NAME OF— | POST-OFFICE ADDRESS |
|---|------------------------|
| Editor, Chesley R. Perry..... | Chicago, Illinois |
| Managing Editor, Chesley R. Perry..... | Chicago, Illinois |
| Business Manager, Chesley R. Perry..... | Chicago, Illinois |
| Publisher, The Board of Directors of the International Association of Rotary Clubs..... | Mount Morris, Illinois |

Owners: (If a corporation, give names and addresses of stockholders holding one per cent or more of total amount of stock.) International Association of Rotary Clubs. A corporation. No capital stock.

| | |
|---|-------------------|
| President, Frank L. Mulholland, 1311 Nicholas Bldg..... | Toledo, Ohio |
| Treasurer, R. F. Chapin, Tribune Bldg..... | Chicago, Illinois |
| Secretary, Chesley R. Perry, 910 Michigan Ave..... | Chicago, Illinois |

Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities: None.

(Signed) CHESLEY R. PERRY.

[SEAL] Sworn to and subscribed before me this 20th day of March, 1915. (My commission expires October 24th, 1916.) FRANCIS H. QUAIL, Notary Public.

The Northwest Conference at Victoria

By C. L. Armstrong

ENTHUSIASM that inspired; an exposition of principles that shed a bright light for many and a stand, earnestly and ably taken, for a broader and more inclusive conception of Rotary; these were outstanding features of the tenth anniversary of the foundation of Rotary as it was marked by the conference of Northwest Rotary Clubs, at Victoria Feb. 20-21.

The representation was all that could be desired and the character of the gathering formed a most significant commentary on the work Rotary is accomplishing. As was to be expected the largest delegations represented the near by cities of Seattle and Vancouver; but there were, also, excellent representations from Spokane, Tacoma, Portland and, the baby club of the Northwest, Calgary.

That the arrangements perfected by the Victoria committees were satisfactory to the visitors was patent from the many comments privately made. Many of the delegates brought ladies with them and the bright mild weather, the beautiful stretches of green, the magnificent streets, the glorious scenic drives, of Canada's famous "City of Sunshine" were never more thoroughly appreciated than by the visiting Rotarians.

The real success of the conference was found in the expression given to the interpretation of Rotarian principles by those who delivered addresses. Without a single exception the addresses were worth remembering. There were those present who, although Rotarians of considerable experience, never before had enjoyed so clear a vision of the true form and dimensions of Rotary.

Routine business was disposed of in the forenoon of Saturday and at noon the first big "get-together" took the form of a luncheon. The dining-room was the scene of an even livelier and more impressive banquet in the evening. On both occasions the flags of two great countries hung, fold in fold entwined, above the heads of the diners, suggesting that Rotary is one of the victories of Peace that shall make its increasing influence felt long after the last war has unmade men and broken women's hearts.

It was the portion of the afternoon conference to bring out the expressions that gave the keynote of the Victoria convention. The addresses delivered by President N. G. Pike, of Portland; H. R. King, of Seattle, President the Rev. E. L.

NOTE.—Mr. Armstrong is a member of the Rotary Club of Victoria.

Pidgeon, of Vancouver, Secretary Howland, of Calgary and Mr. Case, of Tacoma, were expositions of various phases of Rotary. Points were made which left an indelible impression on the memories of those that heard. Following the conference proper Mr. E. L. Skeel, of Seattle, expounded his well-known views on "Greater Rotary."

But perhaps the most interesting development of the conference were the declarations for broader principles in Rotary made by President A. F. S. Steele, of Spokane and International Vice-President Frank Higgins, president of the Victoria Club. Mr. Steele declared that no propaganda based on self could succeed and that Rotary should be so practical an expression that anyone might, with eyes closed, deal with a Rotarian and be assured of square treatment. Mr. Higgins said that to realize the proper conception of Rotary was to realize a tremendous human force and among the most potent. This force—the manifestation of our better selves—was created by honesty both with ourselves and with others.

The Verdict of One Visitor

Being a few thoughts from Al. R. Kelly of Vancouver.

Victoria a sleepy town! If it ever was that was before the organization of the Victoria Rotary Club. Since that event, under the direction of Frank Higgins, its President and our International Vice-President, the Victoria Rotarians have made their club the leading organization of the city, known from Halifax to the Pacific, felt in the work of improving civic conditions, and those of us who attend the Northwest Conference certainly saw nothing to suggest slumber.

From the time we left Vancouver until we returned we were well taken care of, the Canadian Pacific Railway and Manager Jackson of the Empress hotel, living up to their reputations.

I know we could never do this subject justice but all of us are ready to go back to Victoria whenever the word is given. I've heard a number of our boys say so and I know all of them would if they had the chance. There was fun—plenty of it—but the serious purpose of Rotary was given full consideration.

"Anyone hearing the speeches at Victoria could not help being a Rotarian" is the verdict of Rotarian Fulton, and the rest of us say "Amen."

Two Sample Opinions of Vancouverians on Victoria Conference

The same feeling of good fellowship prevailed as it did in Houston at the International Convention last June. Not as many people attended it is true, but the spirit of Rotary and giving service to fellow man was just as evident. I shall never miss an opportunity of attending an International Rotary Convention.

—W. O. Webster (United Typewriter Co.).

I have attended numerous conventions but the conference at Victoria was a revelation to me, only confirming my opinion of Rotary, and that is, that a man cannot expound this theory too strongly. You may be certain that I will support the Vancouver Rotary Club and the International Association at all times, for I know I cannot go wrong.—Frank Parsons (Wholesale Hardware).

A Rotarian Tribute to the Press

By Perry G. Wall

NEWSPAPER men are the original Rotarians, because the motto of Rotary is "Service," and the newspaper men serve more people in a broad and big way than any other set of men in the country—serve in the way of entertainment, information and education.

Newspaper men, of all men, can thoroughly appreciate the faith and optimism that inspires us to celebrate at a time when there is so much depression and so little cause for celebration.

The service that the newspapers render to the country cannot be estimated, and it is growing greater and greater every year. They are responsible for the development of our national life, and each advance increases their influence. They mould public opinion; they make and unmake the reputation of statesmen, and decide public policies. Rural delivery brings the newspapers into the home of almost every man—puts him in touch with the markets of the country, and through the parcel post enables him to buy and sell to the best advantage. The doing away of party conventions and party bosses and the adoption of the direct primaries, and in some States and cities, the initiative, referendum and recall, makes the newspapers more and more the instrument of public discussion and they help to bring people nearer to the ideal government—by the people, of the people, and for the people.

Through all of this great work of the newspapers there rings the dominant note of optimism, which in my judgment, is of the greatest importance. No less an authority than the President of the United States said a few weeks since that the present depression of business was purely psychological, and if this be true, contemplate for a moment the effect on the county should the newspapers adopt a tone of pessimism and lack of faith.

Optimism is the religion of the newspapers, and however bad the situation may be they

never lose their religion, like the old negro at the religious meeting who said, "Breddren and sisters, I know I'se the meanest nigger that ever lived. I'se lied, I'se cussed, I'se drunk whiskey, and I'se stole chickens, but, thank God, I'se never lost my religion."

And we should be thankful that the newspaper men never lose their religion, and that in the morning and in the evening of every day a hymn of patriotism and optimism is sung by a great choir composed of thousands of newspapers scattered throughout this great land of ours.

I believe that when the judgment day has come and Gabriel has blown his horn, and the quick and the dead have come forth to be judged; when the animal kingdom has forgotten its strife, and old ocean has sunk to rest and has ceased to murmur; when the very winds have forgotten to blow, a typical newspaper man will be called to the bar of judgment, and the Great Judge will say:

"Thou art the greatest liar that has ever lived since the beginning of time. Thou didst call the Councilman in the town in which thou hadst thy abode and the County Commissioners of the county great statesmen. Thou didst call the Justice of the Peace a profound jurist. Thou didst call the obscure village maiden a great society leader; didst write obituaries about disreputable, drunken scoundrels, stating that they were eminent, noble citizens, who would be greatly missed by a large circle of loving friends; didst state that the community was the most prosperous, enterprising and cultured on the face of the earth. Thou didst state that the American people were the greatest people on earth, so prosperous, so rich and so powerful that they could easily conquer all the rest of the world, even if they had to swim both oceans, and fight only with their bare hands.

"Thou liar!

"But thy lies are forgiven thee because of thy charity. Come up higher on the golden stairs and enter into the kingdom of the Master; the Kingdom founded on faith, hope and charity."

NOTE.—Mr. Wall is a member of The Tampa Rotary Club, and this article is a portion of an address delivered by him at the Press Breakfast given by the Club during the 1915 Garsparilla Carnival at Tampa.

John E. Shelby

OUR Vice-President for the Southern Division of the U. S. A. has some difficulty in deciding whether he is a Kentuckian, a Hoosier or an Alabaman. He was born on an Indiana farm near Greenfield, forty-four and a half years ago in an environment as he says "typical of country life at that period, which was marked by the absence of automobiles, telephones, electricity and other luxuries."

In fact, Shelby has a right to be put in that class of American farm boys who have won success in the cities. When he got old enough to go to school he had the advantages of the typical country school in those times for four months a year. He did not work his way through school. He says he "schooled his way through work."

About that time Shelby decided that the life of the traveling salesman was the life for him and for the next eight years he wandered about over the states of Indiana, Michigan, Ohio and Illinois, enjoying the "luxuries" of the life of a "drummer."

But the virus of music in the meantime had eaten so far into his affections that he gave up traveling at the mature age of twenty-eight and entered the music business. He says his "love for the art led him to it."

He is a "j'iner." He never has taken an active part in politics but has been elected to a number of things as the result of his work in civic, commercial and fraternal affairs. He was President of the Birmingham Board of Trade for two terms, President of the Alabama Elks Association, Director and Secretary of the Birmingham Motor and Country Club, Director of the Chamber of Commerce, he is a Mason, an Odd Fellow,



a member of the Knights of Pythias, the Y. M. C. A., and the First Methodist Church, and, as everybody knows, is President of the Birmingham Rotary Club.

Without any qualifications Shelby admits that Rotary has taught him "more and better how to live and serve as well as combat with the stern realities of life than anything he has ever known."

Shelby is a grand-nephew of Isaac Shelby, the first governor of Kentucky, and he is inclined to put the blame upon his Kentucky ancestry for his fondness for horses and dogs. He still likes to get up on top of a good horse although he does admit that a good motor car is also "some fun."

He has been so busy of late years, being a member of different things that he has had little opportunity to indulge in his favorite sports, fishing and hunting, but he does find time to play the drama.

"Am I a vegetarian? I am not," he says, "not by a juicy sirloin."



James H. Conlon

HAVING the good sense to pick out a wise father, James H. Conlon began at an early age to learn that the possession of comforts (supplied by "dad") was most enjoyable when accompanied by work. The town of Portsmouth, N. H., which saw the birth of the treaty between Russia and Japan also enjoys the proud distinction of being the birthplace on August 28th, 1874, of the present Sergeant-at-Arms of the International Association of Rotary Clubs. Conlon's father was a grocer in comfortable circumstances.

"I did not have to work my way through school," says Conlon, "so I cannot claim the honor of being in this class of men who have built greatness upon the foundation of industry, but I can say that I worked others while I was in school, when I stayed there. The song 'Father and Mother Pay all the Bills and I Have all the Fun,' fits me to a dot. The author had me in mind when he wrote it."

He is firmly convinced that there was not anything particularly interesting about him when he was a boy other than there is about the average American youth full of mischief and keen for fun. He admits that when he could get away from the duties imposed by "Dad" he got and he sadly recalls "there is always work around a good sized homestead and a grocery store."

Conlon left Dartmouth college at the death of his father and went into the insurance business for a year, when he moved to Philadelphia, remaining there for two years. It was in March, 1900, when he decided that Philadelphia was too slow for a man of his great love for work and so he moved to Pittsburgh as manager of the Yawman & Erbe Manufacturing Company in that city. For thirteen years he held this position, doubtless wondering all the time why he could not get in the way of that lightning which makes so many Pittsburgh mil-

lionaires, and then he decided to become his own boss, subject to the supervision of wife and boy. He bought an interest in the Pittsburgh Office Equipment Company, of which concern he is now Secretary and

Treasurer and half owner and he expects to hold this job for a long time.

Our Sergeant-at-arms' present business association is a result of a college friendship that has kept alive and lively through all the years, just as the friendships made in Rotary live and thrive through after years.

His one particular hobby just now is an eight-year-old boy, and it is at least an even bet that Conlon Junior thinks his "Dad" knows how to keep folks busy.

Conlon is quite a sport. He admits it himself. "I am fond of anything pulled off outdoors, tennis, baseball, golf." He says he plays a little golf and tennis, so his participation in the great game of baseball must be that of a fan. The snapshot taken of him with the base ball in his hand probably was a bluff to make people think he is a second Mathewson in disguise. He does admit that he works in the winter time when he bowls.

Conlon's greatest dissipation is attending the Rotary Conventions; his real hard work comes in when he tries to decide what play he likes the best and he finally gives up this job, falling back upon the statement, "I had rather laugh than knock, but Julia Marlowe with her Shakespeare has me at any time."



CLASSIFIED DIRECTORY OF PROFESSIONAL MEN IN ROTARY

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- Camden, N. J., Moffett & Stewart, Inc.
Jessup Building. Phone, Bell 1535.
- Muskogee, Okla., C. W. Dawson, A. I. A.
412 Iowa Bldg. Phone 1973.

ATTORNEYS-AT-LAW

- Atlanta, Ga., Lee M. Jordan.
413-420 Trust Co. of Georgia Bldg. Phone Bell 769.
- Baltimore, Md., Thos. Foley Hisky.
215 N. Charles St. Phone St. Paul 1658.
- Buffalo, N. Y., Botsford & Lytle.
834 Prudential Building.
- Chicago, Ill., Harris, Dodds and Kagy.
1317 Unity Bldg. Phone Central 1437 and 2018.
- Cincinnati, Ohio, Gideon C. Wilson.
54-55 Wiggins Block. Phone Main 413.
- Cleveland, Ohio, Weed, Miller & Rothenberg.
702 Engineers Bldg. Phones Main 4107, Cen. 489-W.
- Columbus, Ohio, Bennett & Westfall.
8 East Long Street. Main 5411.
- Dayton, Ohio, Lee Warren James.
509-516 U. B. Bldg. Phones Bell M. 601, U. S. 2601.
- Detroit, Mich., Irvin Long.
915 Hammond Bldg. Phone Cadillac 481.
- Duluth, Minn., Frank E. Randall.
606-10 Providence Bldg. Phones Grand 746, Melr. 726.
- Houston, Tex., Gill, Jones & Tyler.
First National Bank Bldg.
- Indianapolis, Ind., Pickens, Cox & Conder.
Chamber of Commerce.
- Los Angeles, Cal., Riddle & Cheroske.
Offices Suite 904 Higgins Bldg.
- Madison, Wis., Welton, Marks & Porter.
413 Pioneer Bldg. Phone 645.
- Montgomery, Ala., Holloway & Mackenzie.
812-16 First National Bank Bldg. Phone 452.
- Nashville, Tenn., Manier, Bryan & Crouch.
23-28 Noel Block.
- New Orleans, La., H. W. Robinson.
226-229 Hennen Building. Phone Main 4005.
- Oklahoma City, Okla., Bennett & Pope.
1018-20 Colcord Bldg. Phone Walnut 4776.
- Omaha, Neb., Harley G. Moorhead.
632-636 Brandeis Theatre Building.

- Peoria, Ill., McRoberts, Morgan & Zimmerman.
319 Main Street. Phone Main 585.
- Philadelphia, Pa., Glenn C. Mead.
818 Real Estate Trust Building.
- Pittsburgh, Pa., Oscar T. Taylor.
1215-18 Park Bldg. Phone Grant 910.
- Portland, Ore., Estes Snedecon.
727 Corbett Bldg. Phone, Marshall 1256.
- Richmond, Va., Harold S. Bloomberg.
806-7-8 Va. Ry. & Power Bldg. Phone Monroe 2805.
- San Antonio, Hertzberg, Barrett & Kercheville.
300-307 Prudential Life Bldg. Notary in office.
- San Diego, Calif., Gordon L. Gray.
416-418 Union Bldg. Phones, Home 4160, Main 416.
- Seattle, Wash., E. L. Skeel.
1008 Alaska Building. Phone Main 6511.
- Sioux City, Iowa, B. I. Salinger, Jr.
214-15 Davidson Bldg. Phones, Bell 172, Auto. 2496.
- Spokane, Wash., Lawrence Jack.
610 Hyde Block. Phone Main 3008.
- Toledo, O., Frank L. Mulholland.
1311-17 The Nicholas Bldg.
- Winnipeg, Man., A. W. Morley, L.L. B.
601 McArthur Bldg. P. O. Box 1432. Phone Main 228.

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DENTISTS

- Cleveland, Ohio., Dr. William O. Haldy.
811 Schofield Bldg. Phone Main 1859.
- Los Angeles, Calif., Dr. Conrad Deichmiller.
Dental Specialist. 610-614 Union Oil Bldg.

OSTEOPATHS

- Boston, Mass., Dr. Alexander F. McWilliams.
30 Huntington Ave. Back Bay 1348.
- Chicago, Ill., Dr. Ernest R. Proctor.
27 Monroe St. (Goddard Bldg.). Phone Central 5240.
- Phoenix, Ariz., Dr. Chas. C. Bradbury.
117 W. Monroe St. Phone 1468.
- St. Louis, Mo., Dr. Homer Edward Bailey.
229-32 Frisco Bldg., 9th & Olive Sts. B. P., Olive 830.

PHYSICIANS (Specialists)

- Chicago, Ill., Dr. Milton H. Mack.
7 W. Madison St. Phone Cent. 3285, Stomach & Intest.

SURGEON

- Los Angeles, Calif., W. F. Traughber.
707-8 Hollingsworth Bldg., Main 1687, F. 7114.

More or Less Personal



The Rotary Club of Duluth has furnished the uniforms for the local city basket ball team and given the team permission to play under the name of the Rotary Club. The basket ball players will meet teams of other cities as far away as Utica, N. Y.

Harper & Brothers announce a new novel called "The Ladder," published February 18, 1915, fiction, but based on work done by Rotary clubs. The author, Philip Curtiss, is one of the founders of the Hartford Rotary Club and was for several years its secretary. It is a business story.

Capt. Charles W. Newton, of the Hartford Rotary Club, Past Commander-in-Chief of the United Spanish War Veterans, is a member of the Arlington Memorial Amphitheatre Commission appointed by Congress to erect a \$750,000 memorial to the soldiers and sailors, in the national cemetery, Arlington.

Three of the oldest Rotarians in the world have united in partnership—Wm. Jenson, Max L. Wolff and E. N. Manning of Chicago. Rotarians Manning and Wolff have been retired from their former lines of business for some time and upon Mr. Regelin retiring from active connection in the firm of Regelin, Jenson & Co., Manning and Wolff decided to go into the real estate business. If we are not mistaken Jenson was one of the eight first members of the Chicago club and Manning and Wolff joined this original Rotary Club during the first year of its existence. Best wishes are extended to the new firm.

Rotarian Martin C. Johnson of the Sioux City Club will be a delegate from the Sioux City Elks lodge to the Elks national convention at San Francisco the week of July 13, and has planned to remain through the Rotary Convention the following week.

Rotarian Jesse M. Warren of Victoria has the job of planning a \$25,000 government hospital to be built at White Horse in Yukon Territory, but since he can tell others how to construct it without leaving Victoria, his smile is to continue to be a weekly event in that city.

Nearly a hundred members of the Terre Haute Club gave a house warming party for Rotarian Harry Cliff when the Cliff Dwellers moved into their new home. It is reported loudly and upon what seems good authority that when Cliff was expected to make a speech he had to call his wife to his rescue, but she was more than equal to the task.

Rotarian John C. English, president of the Portland Club, has returned from Honolulu where he helped to organize a Rotary Club which he told the San Francisco Rotarians, with whom he lunched enroute home, gives promise of reflecting great credit on the Rotary movement. The acting secretary of the Honolulu Club has written to Rotarian V. O. Lawrence of Oakland: "Our Club is progressing nicely. Mr. English and Dr. Vaughn of the Portland Club, were here and were astonished to learn we had a club already organized. They had contemplated being the first on the ground, but now they say, 'That blamed Lawrence has beaten us to it.'"

Rotarian Smith of Tacoma is very busy trying to get out, through the Smith-Digby company, a sufficient number of copies of "That Something" to meet the continual increasing demand for the book. W. W. Woodbridge of Tacoma, the author, dedicated "That Something" to Rotary and there has been a big sale among Rotarians. A month after it was off the press contracts had been made for the sale of more than 25,000 copies. That was near the first of February. A month later Rotarian Smith reported that they were again behind in their efforts to fill orders.

International Vice-President Robert H. Cornell was one of eight passengers on a Galveston-Houston interurban trolley car who were held up March 18th by three masked men and relieved of all their money and valuables. Bob lost his \$500 sparkler along with his other possessions. The robbery took place a few miles out of Houston about one o'clock in the morning. (At least this is the news that we got from a press dispatch.)

International Vice-President John E. Shelby of Birmingham went up to Nashville to help the Tennesseans celebrate the tenth anniversary and delivered a brilliant address which was quoted at length in the Nashville papers. One of the gems of his talk was: "The Rotary Club is not ostensibly a religious organization nor an avowed philosopher, and yet if you analyze its doctrine you will find that it is moral, religious and philosophical. It has for its object the promotion of the worthiness of all legitimate occupations."

There is a story they tell on "Admiral" Dewey, the London delegate to the Buffalo Rotary convention. Dewey went to a ball game while in Toledo. He was much interested. He asked the man next to him what the man near first was doing. "He's a coach," replied Mulholland. "It's his business to encourage the runner and rattle the pitcher." Soon Capt. Heilbron of Glasgow came in. He asked the same question. Dewey didn't hesitate a minute. "Why, don't you know, Captain," he said, "the fellow's a frustrater."

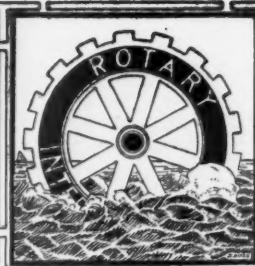
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ROTARY EXTENSION WORK

From city
to city
the seed
is sown



And across
the water
Rotary takes
its course

Eastern Division U. S. A.
E. J. Berlet, Vice-President.

EASTON (Pa.).

The Rotary Club of Easton completed its organization on 5th February and are desirous of becoming affiliated with the International Association.

The Secretary is, W. E. Churchman, 4th and Northampton Sts.

HUNTINGTON (W. Va.).

Chairman Banks of the Organizing Committee for the Rotary Club of Huntington reports that he looks forward to the accomplishment of a Rotary Club in that city within a very short time.

UTICA (N. Y.).

The first organization meeting of the Rotary Club of Utica was held on March 5th at which time a temporary organization was effected and are starting out with a charter membership of seventy-five. Secretary Weedon of the Rotary Club of Syracuse attended their preliminary meeting. Permanent organization meeting will be held shortly at which time they will make application for membership in the International Association.

The temporary officers are:

Temporary President—R. Seymour Hart, 15 Clarendon Bldg.

Temporary Secretary—Don R. Sidle, Chamber of Commerce.

WHEELING (W. Va.).

Rotarians Duffus, DeCoursey and Weldon of the Rotary Club of Pittsburgh attended the preliminary organization meeting of the Rotary Club of Utica on February 24th. On 10th March a permanent organization was effected with a charter membership of fifty-two.

The officers elected are:

President—Paul M. Nemeyer, 5th Fl. Court Theatre Bldg.

Vice-President—J. B. Baum.

Secretary—J. H. Menkemyer.

Treasurer—H. G. Bills.

Southern Division U. S. A.
John E. Shelby, Vice-President.

KNOXVILLE (Tenn.).

About April 1st Vice-President Shelby and Rotarians from the Rotary Clubs of Louisville and

Memphis will journey to Knoxville and endeavor to organize a Rotary Club there.

PENSACOLA (Fla.).

The Rotary Club of Pensacola was organized on March 9th at which meeting Vice-President Shelby and a number of Rotarians from Mobile and Montgomery were present. This club has started out with a charter membership of fifty-five.

The permanent officers elected are:

President—Wm. Fisher, c/o The Fisher Real Estate Agency.

Vice-President—John A. Merritt.

Secretary—M. E. Clark.

Treasurer—Harry P. Ball.

Central Division U. S. A.
W. D. Biggers, Vice-President.

AURORA (Ill.).

Extension work in this city is in charge of Mr. Colter Rule, 334 Palace St.

BLOOMINGTON (Ill.).

On March 2nd a number of Bloomington business men held a meeting for the purpose of organizing a Rotary Club and at this meeting twelve Peoria Rotarians were present and assisted in getting the Bloomington men started right. On March 12th the Rotary Club of Bloomington came into existence with a charter membership of forty.

The officers elected are:

President—Chas. F. J. Agle, 207 S. Center St.

Vice-President—G. B. Read.

Secretary—J. A. Perkins.

Treasurer—Horace Soper.

BURLINGTON (Ia.).

The chairman of the Organizing Committee for the Rotary Club of Burlington is Mr. E. A. Flanagan, c/o Burlington Basket Co.

COUNCIL BLUFFS (Ia.).

On 23rd February the Rotary Club of Council Bluffs completed its permanent organization. They are desirous of becoming affiliated with the International Association.

The president is C. C. Lyon, c/o Council Bluffs Remedy Co.

MARSHALLTOWN (Ia.).

Chairman Pierce and Mr. Bogardus are working together for the establishment of a Rotary Club in Marshalltown and expect soon to have a Rotary club organized in that city.

VINCENNES (Ind.).

Secretary Weinstein of the Rotary Club of Terre Haute recently visited Vincennes and was instrumental in effecting a temporary organization at this city. On 12th March they perfected their organization with a charter membership of twenty-two and elected permanent officers as follows:

President—Elisha Morgan, 1001 Fairground Av.
First Vice-President—L. J. Fohr, 1027 Fairground Av.

Second Vice-President—Geo. E. Gardner, 427 Main St.

Secretary—E. R. Fortune, K. of P. Bldg.

Treasurer—S. S. Eastham, 2nd and Buntin Sts.

Western Division U. S. A.

Robert H. Cornell, Vice-President.

PINE BLUFF (Ark.).

Secretary Brooks of the Rotary Club of Little Rock, with our assistance, is endeavoring to organize a Rotary Club in Pine Bluff.

A BRITISH ROTARY MAGAZINE

THE first number of "The Rotary Wheel," dated January, 1915, has been issued by the British Association of Rotary Clubs. It is a handsome paper bound magazine of forty pages given over to the publication of articles on Rotary and news items of particular interest to clubs in Great Britain and Ireland.

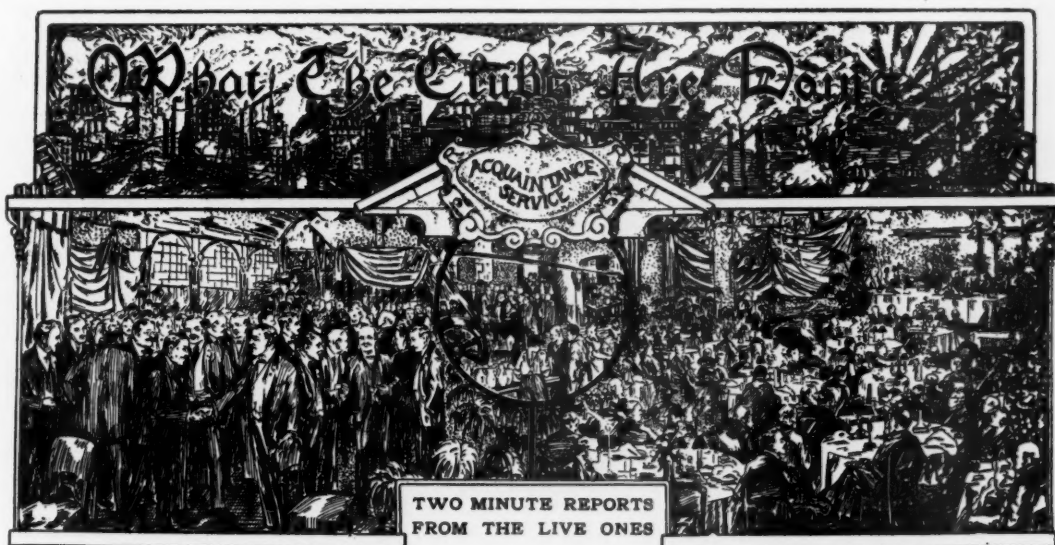
In the foreword President Pentland promises that the bulletin will "hold high the standard of Rotary and hopes it may be the means of fostering the true spirit of Service."

"The Rotary Wheel" was conceived several months ago as an eight page circular to detail the doings of the clubs in the British Association but gradually the idea grew until the attractive little magazine resulted. It will be published occasionally.

An Apology to Mr. Cooke and to the Dodge Publishing Company

More than one reader has kindly called our attention to the fact that the unknown poem "How Did You Die?" which was printed in the February issue of THE ROTARIAN is one of the many excellent bits of verse from the pen of Edmund Vance Cooke. The Dodge Publishing Company of New York have called our attention to the fact that this poem has been copyrighted by them and they have also made us a charge of \$25.00 for having reprinted the poem without permission.

In defense of our unintentional piracy we must plead that this poem for a number of years past has been one of the most widely quoted bits of verse that it has been our pleasure to read. We have run across it in many publications, on advertising leaflets, heard it recited at parties, etc., etc. We merely used it to fill a space when closing forms and at the time did not recall the author or the publisher.—Editor's Note.



Tenth Anniversary of Rotary Celebrated by Many Memorable Conferences

The tenth anniversary of Rotary was enthusiastically and fittingly celebrated by practically all of the clubs, but there were a number of joint meetings and conferences in addition which served to make February, 1915 a red letter month in Rotary's history.

There were "get-together" meetings at Chicago, Philadelphia, Buffalo, Atlanta, Victoria, St. John, Edinburgh, San Antonio, Minneapolis and New Orleans that gave another great impetus to the appreciation and spread of Rotary principles.

The conference of the Central Division, U. S. A., was held in Chicago with representatives from 37 clubs helping to make up a total attendance of more than five hundred. The reply by Klumph to Skeel's "Greater Rotary" article, and the address by Allen D. Albert on "The Philosophy of Rotary" were the outstanding features in a full day's program which preceded a most enjoyable banquet in the evening. Mr. Klumph's address is printed in another part of this issue of *THE ROTARIAN*.

The conclave of the Eastern Division, U. S. A., was held in Philadelphia and attracted an attendance of nearly six hundred Rotarians, of whom less than fifty had attended the National or International Conventions. Former President Mead read a paper on "The Decennial of Rotary" which was received with the greatest interest and enthusiasm, and which will be printed in *THE ROTARIAN* at an early date. The paper by Ralph Baker of Camden on attending conventions was very helpful and is published in full in this issue of *THE ROTARIAN*. Among the other speakers were Berlet, Sam Cook, Stewart McFarland, William Essick, Gettinger and Gundaker. A message from Mulholland was read. Twenty-two clubs were represented, eighteen affiliated and six not affiliated.

The conference of the Northwest clubs held at Victoria was a most significant commentary upon the work Rotary is accomplishing. The cities represented were Seattle, Vancouver, Spokane, Tacoma, Portland, and Calgary. Among those who made talks that will be long remembered by the attending delegates were Pike of Portland, King of Seattle, Rev. E. L. Pidgeon of Vancouver, Howland of Calgary and Case of Tacoma. Following the adjournment of the conference proper Mr. Skeel explained to a member of the delegates his views on "Greater Rotary."

The Buffalo Club invited the Rotarians of Hamilton, Toronto, and Montreal to join with them in a "Canadian-American" day and reports from all four cities show that the joint meeting aroused a great deal of enthusiasm.

The Rotarians of Halifax journeyed to St. John to return a visit and also to celebrate Rotary's tenth anniversary.

The clubs in the British Association held their anniversary celebration and first conference in Glasgow. Detailed reports of this meeting have not been received by mail but a cablegram was received at Headquarters during the progress of the conference which contained the welcome information that the meeting was a big success.

San Antonio, Austin and Corpus Christi got together in a joint celebration at San Antonio and took possession of the city for the better part of the day and evening.

The Romans of Georgia journeyed to Atlanta and the members of the clubs of these two cities had a typical Rotary day and evening in which sound thinking and good fellowship were properly combined.

All of these joint meetings and conferences emphasized the necessity for constant efforts by Rotarians to "keep the vision" and strive for

higher ideals while always endeavoring to make these ideals of practical value to themselves and all others.

AKRON Club Celebrates Its First Birthday.

One year old is the Akron Rotary Club. The annual meeting was held with the February dinner on the 8th. A Great Northerner lectured on the Glacier National Park. The dissolving pictures were superb. It was a ladies' night. After dinner they surrounded us and were duly entertained with music and refreshments, besides the lecture.

Notwithstanding the full dozen the Akron Club sent to the big Chicago meet February 22, sixty-three appeared at the regular luncheon that day and heard an excellent address on "Washington, the Statesman," by Principal Rybolt of Central High School, something quite different from the usual run of such speeches and worth remembering. A little birthday introduction matter enlivened the occasion.

Volume I, No. 1, of *Akrotarian* appeared February 15. It will come out twice a month and fill in the weeks when neither dinner nor luncheon occurs. Charter Member Harpster is editor, assisted by the Publicity Committee.

Entertainment committees of eight members have been named, each for a different month. One will vie with another to furnish the best program.

ALBANY Rotarian Preaches Sermon on Washington.

The wheel of Rotary in Albany continues to roll steadily forward. We have lately been voicing our patriotism in connection with the activities of the Club. Our regular luncheon period on Lincoln's birthday, Friday, February 12, was given up to the memory of the martyr President. Two of our members, the Rev. George Dugan, pastor of the Fourth Presbyterian Church, and Dr. C. Edward Jones, City Superintendent of Schools, made short, stirring addresses.

On Sunday evening, February 21, the Club members with their families assembled at the Madison Avenue Reformed church to listen to a sermon by the minister, the Rev. J. Addison Jones, a member of our Club, on "Washington and the Spirit of Rotary." Dr. Jones pictured Washington as a true Rotarian and drew many eloquent parallels between our day and the life and time of the Father of our Country.

Our entertainment committee has special committees at work investigating and reporting upon the business of each member of the Club. There promises to be a bit of fun in the "reports" as well as many interesting sidelights upon the way in which our members keep the wolf from the door.

ATLANTA and ROME in Georgia Get-Together Meeting.

A private car carried fifty members of the Rome Club to Atlanta to a get-together meeting on the tenth anniversary of Rotary. Visitors in Atlanta were taken immediately to a "Get Acquainted" meeting under the auspices of the "Get 'em Out" and "Get 'em Together" Committees of the two clubs. A luncheon followed in charge of the visiting Rome Rotarians and in the afternoon an automobile tour of Atlanta was made. It ended bril-

liantly with a banquet at the Capital City Club and one of the fine ideas put into practice was to get in direct touch by long distance telephone with International President Mulholland at Toledo and having him make a short talk to the clubs.

AUGUSTA Club Has Joint Anniversary Event.

Washington's Birthday and Rotary's Tenth Anniversary were celebrated February 24th in the evening at the Plaza Hotel, Father Thomas Slevin, S. J., being the guest of honor and speaker of the evening. The club took an active interest in the cotton exhibit of Tracy Hickman, President of the American Cotton Manufacturers' Association, which showed cotton in all stages from the stalk to the finished product. All the gowns worn by the women visitors to the exhibit were made of cotton.

BINGHAMTON Is Visiting Clubs All Around.

The baseball attendance contest may look like a kindergarten idea, but the attendance since it began has been about 90 per cent of the membership. Strong men believe that they have been playing ball.

Next month the club will move in a body to Scranton as guests at dinner of Scranton Rotary on April 9. All the Rotary clubs of Pennsylvania have been invited to send their presidents and secretaries.

Syracuse recently played the host to a number of up-state Rotary clubs. This sort of thing is good Rotary and good business on a broad scale.

At a recent meeting a woman suffrage campaigner told of the situation in California. A rising vote indicated that about half of those present thought they were in favor of woman suffrage.

Binghamton Rotary is strong for government by commission and so recorded itself after an illustrated lecture on the theme by Rotarian William Nelson, Secretary of the Binghamton Chamber of Commerce.

BOSTONIANS Have Suffrage Debate by Women Leaders.

The Club is considering an Annual Exhibition which will probably last an entire week, and as usual will be staged by Rotarian Campbell, the man who does big things and has national fame as a professional decorator of large exhibits.

The February monthly meeting was also annual ladies' night and Hotel Lenox the place of meeting. An elaborate banquet was served, after which the president turned the meeting over to Chairman Fitzgerald from the Boston City Club, who was referee in one of the most interesting debates that Rotarians have listened to for many a day. The topic was Woman's Suffrage and Anti-Suffrage—thirty minutes to each speaker, fifteen minutes second speech and five minutes for the closing argument.

Two of the best known women in suffrage and anti-suffrage circles held sway for a little more than an hour, and all agreed that they had never listened to a more evenly balanced debate.

BUFFALO Club Host at Canadian-American Day.

A dinner dance, February 16, was attended by about 125 couples. Each lady was given a num-

ber on entering the dining room and seventy-five prizes were distributed by lot; coffee, candy, gloves, hardware, furniture, orders for merchandise and all sorts of other articles, the name of the donor, his business and the name of the winner being announced with each gift. International Vice-President E. J. Berlet and Mrs. Berlet of Philadelphia were our guests of honor. After the dinner we listened to some good speeches and then the floor was cleared for dancing.

The second real event of February was a Canadian-American day, February 25. We entertained the mayor of Hamilton, Ont., several prominent members of the Rotary Club of Hamilton, and Mr. Bruce Carey, director of the Elgar Choir of Hamilton, with a Rotarian quartette of his best singers, together with good friends from Toronto and Montreal. There were many expressions of the friendship which exists between Canada and the United States. The international spirit of Rotary and what Rotary stands for was clearly illustrated by this joint meeting with our Canadian friends across the border.

CAMDEN Goes to Quaker City for Big Conclave.

Camden Rotarians went to Philadelphia on February 23rd for the tenth annual celebration of the birth of Rotary. The Camden contingent "came early and stayed late," and were wide awake every second. "Jim" Scott, as a song leader, was second only to "Honey Boy" Evans of the Philadelphia Club. At the opening of the afternoon session, Malcolm Webster, aided and abetted by "Bill Architect" Stewart, presented to Guy Gundaker, President of the Philadelphia Club, and E. J. Berlet, International Vice-President for the Eastern Division, each a bouquet of American Beauty roses.

"Mac," "Studebaker" Fulton at the March meeting provided the Camden Rotates with the most unique evening's entertainment they have enjoyed in many moons. "Mac" has just moved into the handsome new "Professional Building," and the members and guests to the number of one hundred and twenty sat down to a feast in the display room. It was like "Mandalay" brought to Camden. There were cut flowers for all hands, and watch-fob favors. There were music, moving pictures showing the inner workings of the Studebaker outfit, and a "fire-drill" personally conducted by Camden's fire chief.

But, "what's the use?" We're invited to send in only two hundred words, and we would like to have a page a month, at the minimum.

CEDAR RAPIDS Meeting is Held in a Candy Factory.

But it came after the Rotarians had eaten a hearty lunch at Hotel Montrose. Then they went to the plant of the Cedar Rapids Candy Company, through which they were conducted so thoroughly that they learned just how the company made the boxes of chocolates with which each was presented on their departure.

CHICAGO All Puffed Up Over Conference Success.

Well, the Central Division Conference was a big success—everybody says so. Nearly 500 of the

live wires of 39 clubs out of 43 in the Central division participated in the events of the day.

The program was pretty crowded but we nearly got away with it, and some splendid contributions to the cause of Rotary were made by those who took an active part.

Mulholland, Greiner, Harris, Klumph, Perry, Vice-President Biggers, of the Central Division, and many other great lights in Rotary were present.

Nearly 100 visitors stayed over for our Tuesday luncheon and made us glad with their presence. Wm. H. Crane and Maelyn Arbuckle of the "New Henrietta Company" helped us to entertain the visitors.

It looks like Chicago will send a big delegation to the International Convention. Will you meet us in San Francisco? Or better still, come to Chicago and go with us—glad to have you.

CINCINNATIANS Have Ladies at Regular Luncheon Meeting.

A "Ladies Luncheon" at which the ladies were present at a regular noon-day luncheon meeting, was given by the Cincinnati Rotary Club February 26, for the first time. The annual ladies meeting will be held on April 14th.

Cincinnati Rotarians are still talking about the surprise they pulled off on their President, F. W. Galbraith, Jr., in Toledo, March 2, when President Galbraith was a guest of the Toledo Club. Eight Cincinnati Rotarians, without the knowledge of the President, went quietly to Toledo and walked unannounced into the Toledo meeting just as Mr. Galbraith arose to speak. Their coming made a decided hit.

The membership of the Cincinnati Club is now 350, and there are 250 on the waiting list.

A recent entertainment program was designed to stimulate interest in the trip to San Francisco to attend the International Convention. The stage in the Banquet Hall of Hotel Sinton was set to show the interior of a Pullman car and a "stunt" was carried out which represented various scenes of excitement which attended the mock journey to the coast and included an address of welcome to the Cincinnatians in San Francisco. The California City was represented by a young lady, appropriately attired.

COLUMBUS Rotarians Working for Bureau of Municipal Research.

Rotarians of Columbus are taking an active part in raising a fund to establish a Bureau of Municipal Research, "to make a study of the new charter for the benefit of the officials who will operate the city government under it. It is not the purpose to embarrass any one in office."

DALLAS Club Entertains Members at Theatre Party.

A new plan of entertainment for the Dallas Rotarians was inaugurated March 5 when all members of the club were guests of the club at a theatre party. Coupon tickets were issued to each member which were exchanged at the box office of the theatre for reserved seats. The theatre management reserved a section of the house for the Rotarians. The club members were permitted to bring one guest each. It was a great success.

DAYTON Rotarians Decide to Have a "Regular Smile."

The first number of *The Dayton Rotary Smile* has been issued. In its announcement it says "This paper was named at the suggestion of International Headquarters. International President Mulholland, as if you all know, is strong for 'Smiles.'" The Editor is doing his duty and boosting the convention.

DUBLIN Club Enrolls Chairman of Port and Docks Board.

Working from the basis that a long roll of names does not necessarily indicate a strong organization, the Dublin Club is continuing to "strengthen" its membership by enrolling strong men. A long roll does not appeal to Dublin Rotarians so much as a good, representative roll—a strong roll, and we are working with that idea back of our head all the time.

The Dublin Port and Docks Board is one of our most important civic bodies. That being so, it is only natural that its new chairman, W. Crowe, timber merchant, should be a Rotarian. He has been enrolled and he is a good one.

In keeping things moving more or less as usual despite these weary war times Dublin Rotarians have done some good things. Our members have done their fair share in helping along the recruiting campaign. I think that in this respect, I reflect the general feeling of Dublin Rotarians in wishing for a speedy and satisfactory termination to the war, and that it may leave us as little bitterness behind as it is humanly possible to expect. Our club has subscribed 50 pounds sterling to the British Red Cross Fund.

Dublin is thinking over Rotarian Skeel's momentous article on the subject of "Greater Rotary." So far we have not reached the point where "sides" are taken. I may say, however, that Skeel's views are receiving sympathetic consideration here (if "sympathy" is any use to you, Mr. Skeel).

The article has been referred by the British Association back to the various clubs for discussion and report and the matter will be taken up officially in the near future. This reference back was made when the clubs of the British Association met at Glasgow, February 23, in a joint meeting to celebrate the tenth anniversary of Rotary.

DULUTH Will Send Good Delegation to Convention.

Going to the Convention? Of course. So are we. That is at least three of us are, and probably more than that. We haven't quite decided as this is written except that at least three of us will be there with bells on. The others will make up their minds next week, and it's likely there'll be at least six.

Of course you've elected new officers. Same here. We had dinner at the Spalding hotel first, so as to put everybody in a good frame of mind, one of the successful candidates said. Not that we need that. The Rotary bunch are always in a good frame of mind. If they weren't they wouldn't be in the Rotary club in the first place.

The new officers promise us good service and a record-breaking year.

Things are looking up so well with us that we're likely to have to extend our membership limitations.

That is one of the penalties of activity—as soon as a bunch begins doing things everybody wants to jump on the band wagon.

ERIE Rotarians Learn of Conservation of Vision.

This month has been chuck full of good things. The lecture given by Dr. David N. Dennis, Eye Specialist, on "The Conservation of Vision," was a source of considerable worth-while information. Dr. Dennis dealt with several phases of lighting in stores, factories, and school rooms; and showed the psychological effect of proper and improper lighting.

D. C. Wills, chairman of the Board of Governors of the Federal Reserve Bank of Cleveland, assured us in a scholarly talk that under the present arrangement of reserve banks there will never be another financial panic in this country. At the close of his talk the members were given an opportunity to ask questions.

FORT WAYNE and TOLEDO have Joint Meeting.

The Fort Wayne Club was honored by having fifteen Rotarians from Toledo come to see them February 4. The visitors arrived about eleven o'clock in the morning and after a quick whirl around the city were entertained at an elaborate luncheon at the Anthony Hotel. A number of short talks were made practically all of which referred to the objects and purposes of Rotary and the great amount of good that is being accomplished by Rotary clubs. In the afternoon visitors and hosts attended the theatre as the guests of Frank Studer.

At a recent meeting of the Fort Wayne Club descriptions of all the charter members were read at the roll call by the secretary and these descriptions were afterward published in full by the *Fort Wayne Daily News*.

GALESBURG Inaugurates a New Program Plan.

Starting with the first of March Galesburg Rotary inaugurated a new program policy, the plan being for each member to present a paper on interesting features of his business or profession. Two of these papers will be given monthly with the idea of informing all the club members about the high points of interest in all of the trades represented. Our programs previously have been either from invited outside speakers or the talks have been given by members on various hobbies. Now we expect to talk business.

Our campaign for a city beautiful has been progressing satisfactorily. Wilhelm Miller, of the University of Illinois, lectured here under our auspices February 25, and the Presbyterian church was too small to hear the crowd we brought to hear him. Rotarian W. T. Waterman is scheduled to lecture on what the Davenport Rotary Club did along gardening lines in this city on March 18.

GALVESTON Club Turns Itself Over to Newspaper Men.

The night session of the Galveston Rotary Club January 28th was one of the most successful meetings in the history of the club. The affair was in charge of "the Committee of the Fourth Estate." An attractive souvenir menu program was issued in which cartoons of the members of the committee were published.

HALIFAX Members Become Children Again for a Day.

During February Halifax Rotarians devoted the program of its first meeting entirely to mirth and music. Each member for the time being returned to a second childhood and made it "A Day Off" for the Club. "A little nonsense"—when closely guarded by the "now and then"—is relished, etc.

On the 9th an address on "Trade Possibilities with China," by a Rotarian who has spent some years in the interior of that country and "On the World's Roof" was particularly instructive.

The following week a lecture on "Square Deals and Square Dealers" illustrated by experiences in European travel and applied to present day conditions on that side and to Rotarian principles at home proved most timely.

The Lieutenant-Governor of Nova Scotia and the Premier of the same province have recently joined the membership of this club.

Rotary's anniversary was celebrated on the 23rd of February, being combined with the Get-together movement of the St. John and Halifax Clubs. In the morning the visitors from the neighboring province were shown the present military, naval and commercial activities in Nova Scotia's capital. Curling and bowling matches between the citizens of the two sister seaports were enjoyed in the afternoon and at 7:30, ninety-eight Halifax Rotarians, twenty-five St. John Rotarians and fifty other visitors met at luncheon and then sat until the wee hours of the new morning listening to wit and wisdom in speeches on the principles of Rotary, its philosophy and its possibilities; inter-city and inter-provincial topics of mutual interest.

A dual chairmanship, comprising the presidents of the two clubs, and the limitation of the speeches into one, two, five, ten or fifteen minute orations according to the topic of each address kept matters flowing with great ease. The presentation of a silver shield from St. John Rotarians to the Halifax Club was an outstanding feature in an ideal program.

INDIANAPOLIS Club Has Builders' Day Luncheon.

For weeks preceding February 22, the burden of President Pittsford's song was "On to the Chicago Conference." Rotarian Fred Bauchens of the Pennsylvania provided the fifty of us who went with a special DeLuxe Train on which to make the round trip. It is hard to realize that anything of interest had occurred at home.

Builders' Day Luncheon was an event for all those connected with that trade. A classification name card was at the back of each member. As many as could within the time at our disposal gave two or three minute talks on their respective lines. Those who expected to do anything in the building line this spring got plenty of tips.

A dinner dance at the Claypool one night gave the Rotary ladies an opportunity once again to appreciate the value of a membership. Their only complaint is that they do not get in often enough. If the Russians can fight without vodka, we figured we could merrily dine and dance without inviting Gambrinus and Bacehus, and we did. Rotarian Oscar Boeher, our orchestra director, furnished the music during the evening.

Rotarian Wm. Allen Moore, of the Columbia School Supply Company, gave a novel talk on electricity as related to the telegraph, wireless telegraphy, magnetism, electric lighting and kindred subjects. He had a platform prepared fully equipped with apparatus for demonstrating his statements and had the distinction of being the first man in our club to get an encore. His audience certainly did enjoy seeing the sparks fly. The machines he used are such as are sold in schools to be used in connection with the study of physics.

KANSAS CITY Very Busy but Talks to California.

Since space in THE ROTARIAN seems so badly needed I merely give a chronology of the month's doings:

February 4, Thursday luncheon, business only; February 11, D. J. Huff, of the Federal Baseball League; February 18, John Bunny talks at luncheon; February 25, Donation Prizes, Ladies' Night Dinner.

All meetings except the regular business days are interspersed with short talks—usually by out-of-town people and visiting Rotarians.

The Big Stunt was pulled off March 4 when we talked by long distance telephone with President Moore of the Panama-Pacific Exposition, 2,200 miles away in San Francisco.

LINCOLN Celebrates Anniversary With Annual Ladies' Night.

The tenth anniversary of the Lincoln Rotary Club was observed February 23 as "Annual Ladies Night." Lincoln sociability is remarked upon by her visitors; Lincoln push and good fellowship is headed by her Rotary, and the inspiration of the Rotary is that splendid womanhood that honors the club by a yearly visit. So you may know that this was a red letter night.

The Lincoln Hotel seated the two hundred and fifteen members and guests at 6:30 and served one of their once-tasted-never-to-be-forgotten seven course dinners, which was punctuated by select vaudeville, Walt's matchless orchestra and Rotary songs, in which the ladies joined with enthusiasm.

Toastmaster Houck gave tribute to the position occupied by the twentieth century woman and started an innovation in the club by refusing to let any member of the club give the principal toast of the evening, but rather called upon Mrs. H. M. Bushnell who did it so beautifully that the men were all envious.

The last feature of the evening was dancing, introduced by Rotarian and Mrs. Norton, with an exhibition of fancy dancing.

LONDON Opens Rotary Bureau for Visitors.

Yes, friends, we are now going strong again. Stuart Morrow has arrived amongst us and we have got a perfect move on, our weekly lunches are well attended and those who come enjoy themselves and report good fellowship and good business. Rotarian Barton Kent gave us a rousing address on "The Entente Cordiale" the week after Rotarian Dewey on "Prudence" held forth. Later we have had Rotarian Williams on Havana Cigars with a great sampling contest. But the feature has been the installation of our new president, H. N. Bolton, a splendid type of Briton, a



Classification stunt at Oakland. Office Supplies Section giving a luncheon demonstration of how to furnish an office.

solid man of business, filling the chair with ability and ease. We look forward to his year of office full of confidence that all our troubles are over and that through these troublous days we shall go right ahead and sustain the progress of the last few weeks.

Morrow has opened up a Rotary Bureau at No. 265 Strand, W. C., where visiting Rotarians from any part of the world will receive a hearty welcome and any business or social information he may require while staying in these islands.

We have had news from some of our boys who are at the front. They are all doing their bit and we who have to remain behind to attend to business as usual are proud of them and happy that they are of us.

LOS ANGELES Greet Home-comer; Also Hears Ex-Outlaw.

At a good fellowship banquet there were cheers for the optimistic message delivered to the Rotarians of Los Angeles by Rotarian H. L. Harris upon his return from a four weeks' trip to New York on a spring purchasing trip. He reported a general wave of prosperity speedily working its way westward. The speakers also included Al Jennings, the former outlaw, and recently an almost successful candidate for governor of Oklahoma, who told of some of his interesting experiences.

The club wired its congratulations to San Francisco upon the opening of the exposition and preparations are under way to have a big delegation at the convention in July. Los Angeles Rotarians are arranging an entertainment program to cover four days at the close of the convention and they want every Rotarian coming to California to feel that he is personally included in the invitation to come to Los Angeles.

MADISON Members Interesting Themselves in Good Roads.

A. R. Hirst, engineer of the Wisconsin State Highway Commission, was asked to tell the Mad-

ison Rotarians something about the subject of Good Roads. They were much interested in his statements regarding the lack of Wisconsin in this respect and that the state might be made a wonderful summer resort region by the construction of good roads. He urged the Rotary Club to interest itself in having the main roads leading into the state capital properly improved.

McKEESPORT Club Studies Y.

M. C. A. and Chop Suey.

McKeesport held one of its most interesting meetings February 25. Secretary Wood of the McKeesport Y. M. C. A., was the speaker and his address was both instructive and entertaining. During his remarks pictures were thrown upon the screen showing the wonderful work being done in the Y. M. C. A.'s all over the country.

We had as a guest of the evening a native of China, who gave us a short talk concerning the composition of chop-suey. As chop-suey was on the menu his remarks were not only interesting but very appropriate. We could not understand much of what he said, but we were entertained nevertheless.

MEMPHIS Club to Seek Farmer Colonists from Belgium.

The Memphis Rotary Club has just celebrated its first birthday, and can look back with a great deal of satisfaction on splendid achievements during its infancy period. The Club now has a membership of 110 of the wide awake, substantial business men of Memphis. The policy of the Membership Committee has been "Quality First," which is in keeping with the national slogan, "Safety First."

Subjects of the most vital importance to the city, community and nation are discussed at our regular weekly luncheons from scientific standpoints by experienced men. The Club has now under discussion and consideration the advi-

bility of taking a hand in the move for bringing a large number of scientific farmers from Belgium. Less than one-half of our Southern farm lands are improved, and there is unquestionably a great opportunity for those who will take advantage, and it is probable that various industrial organizations in the South will put forth an effort to bring the Belgians to this country. No question could be of more importance to the people of this country, and especially the Southern people, at the present time.

MILWAUKEE Rotarians Choose Delegates for the Convention.

The delegates to San Francisco will be W. J. Zimmers, J. B. Lanigan, G. C. DeHeus and C. M. Potter; their alternates, W. W. Nicholas, P. H. Gordon, Louis Sherman and E. D. Haven. With the exception of Mr. Potter all the delegates are charter members of the Milwaukee Club. Mr. Zimmers is president of the club, Mr. Lanigan is secretary, and Mr. DeHeus is a former president and on the international committee on publicity and information. The club has contributed money to aid in charitable relief work. Representatives of the club went to Madison to attend the inauguration of Governor Emanuel L. Phillip, a fellow member, traveling by special train.

MINNEAPOLIS Rotarians Have Fun Rotating Old Officers Out.

The annual "big show" of the Minneapolis Rotarians was given February 26 at the Elks Club when the old officers were rotated out and the new officers were installed. The affair started with a dinner. Instead of speeches there were a number of impersonations which "brought down the house." Gov. Hammond, Col. Roosevelt, President Wilson, Wm. Jennings Bryan, the fat woman, the man skeleton, the wild man from Borneo and a regiment of European war lords were taken off in skits by various members of the club. The retiring officers were courtmartialed by "The Mexican Rotary Club" and condemned to die. They were then led out to be executed and the new officers were properly installed.

MOBILE, South's Greatest Port, Is Club's Aim.

Our surgeon member, Dr. H. T. Inge, presided at the last regular meeting of our Club and more business and fun was encompassed in that one hour than was ever known in the Mobile Rotary Club, because, we started on time and kept moving.

Committees were appointed to investigate resources with a view of establishing several new industries in Mobile, including sugar refinery and grain elevators, also increasing dockage facilities and other developments tending to promote shipping through this port. The ultimate object, of course, is to make Mobile the South's Greatest Port.

Watch Mobile and the Mobile Rotary Club. The best view can be obtained at close range. Come any time.

MONTGOMERY Rotarians Help Crop Diversification Campaign.

In coöperation with the Chamber of Commerce, the Montgomery Rotary Club has just "put over" one of the greatest campaigns for crop diversifica-

tion in Montgomery county ever known in the South. Rotarian A. C. Davis was chairman of the committee, and the splendid work of his committee made the campaign a complete success in every respect.

The "one crop" system is "dead business," and Rotary is the resurrection of "dead business" facing the dawn of a new day, and thrilled with the consciousness and realization of the strength, growth, power and prosperity in the practice of that splendid motto, "He Profits Most Who Serves Best."

The diversification campaign closed Tuesday evening, March 2, and at the Rotary luncheon on Wednesday, March 3, the Club raised one thousand dollars as a "pig fund" to be loaned to boys on the farm to buy pigs, as a commencement in the development of live stock in this section, which is so well adapted for that purpose, according to the expert authority on the subject.

The Club is also taking active steps to have a good, live delegation present at the Sixth Annual Convention of the International Association at San Francisco, July next.

MUSKOGEE Exchange Speakers With Other State Clubs.

Our club celebrated the anniversary of the birth of Rotary, February 23, in a most fitting manner. We had our annual Ladies' Night in connection with our birthday party. There were one hundred and twenty Rotarians, some fifteen visiting Rotarians, with their ladies, and a whole corps of entertainers present.

The evening's program was quite elaborate and lengthy. The speakers were representatives from Oklahoma Clubs with which we had exchanged speakers, as follows: Paul M. Pope of Oklahoma City, Benj. C. Conner of Tulsa, and Guy L. Andrews of McAllister. The Prize Drawing for the ladies was some fun. The prizes were donated by the various members, and included almost everything from a handsome clock to a baby mattress. Many souvenirs were given by members not donating prizes and one of these perfect Winesap apples on top of which were tiny flag staffs bearing small silk Stars and Stripes, were arranged in two rows down the center of each table.

We had a Flag Raising Day February 18 at which time the Official Rotary Flag was floated from the flag pole on The Hotel Severs. Rotarians visiting in Muskogee will please take notice that our flag will always be displayed on meeting days.

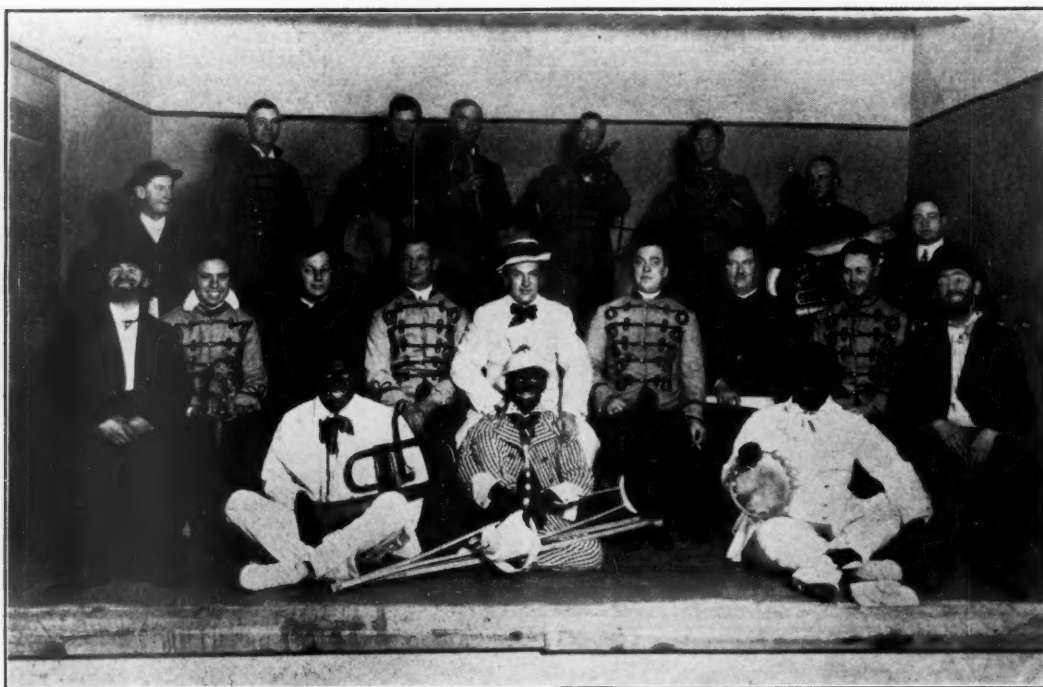
The Rotary Club, together with all Muskogee, is striving with might and main to prepare for the meeting of The Southern Commercial Congress which will convene in Muskogee April 26-30. This will be the biggest job Muskogee has ever undertaken, but we will prove ourselves equal to the occasion.

NASHVILLE Club Maps Out a Big Program.

Nashville Rotary Club has been accepting invitations from various clubs, hotels, cafes and Associations for holding the weekly noon luncheons. The luncheons are now held at the Commercial Club.

The committee on program has under consideration the presentation of numerous topics including the following:

1. The establishment of a permanent summer camp for boys.



Midday Minstrels Show of Los Angeles Club.

2. The truth regarding the segregated district and white slavery.
3. The resources of our city.
4. The charitable institutions of the city.
5. The penal institutions of the city.
6. How to advertise the city of Nashville.
7. The basis of commercial efficiency.
8. How it feels to be a policeman, by Chief-of-police.
9. The go-to-church movement.
10. The recreation of a business man.

The Nashville Club has a review of *THE ROTARIAN* presented to the entire club once a month by the contributing editor which brings to the attention of all the members the best things gleaned from our increasingly useful monthly magazine.

NEW ORLEANS Host to Clubs of Four States.

The New Orleans Club had the honor of holding the tenth anniversary of Rotary for this section. Four clubs from as many states were represented and among the prominent delegates were Dr. Seale Harris, president of the Mobile Club; U. L. Vining of Austin, and O. L. Alcut of Sioux City.

The delegates were entertained at breakfast at the Rotarian hotel, De Soto, given an automobile ride and taken to Kolb's restaurant for luncheon. Each club was called upon to tell what their respective club was doing and it was shown that the clubs were leaders in all enterprises for the advancement and upbuilding of their cities. This family gathering was most enjoyable.

After the luncheon informal conferences were held and some of the delegates availed themselves of the opportunity of inspecting the factories and shops belonging to the members.

The gala event of the meeting was the reception and banquet complimentary to the delegates and ladies. One hundred and thirty-six guests were present in the banquet hall of the De Soto Hotel. President Brown was toastmaster. Dr. Oscar Dowling, president of the State Board of Health, Dr. Seale Harris, Garland, Wolfe, William Bovard, L. E. Bently and Mrs. Levering Moore were the speakers.

A "stunt" which caused a great deal of merriment was enacted when four "masculine" females were escorted into the hall, dressed in the latest creations.

The entire celebration was a wonderful success and all members feel that it will redound to the interest of each club represented, but more especially to the local club.

OAKLAND Has Classification Show Stunt at Luncheon.

The Oakland Club recently had what might be called a classification show at the regular luncheon meeting. The program was in the hands of the Office Supplies members. The tables were arranged to leave space in the center which was used to represent a completely furnished and equipped office. The scene opened with the stenographer at the typewriter. The chairman introduced the man who was supposed to have opened the office. The proprietor then walked in, greeted the stenographer and inquired if the equipment was complete. The stenographer then walked about the office, pointed out each object, named it, and the member who handled that line. Then other members came in, one by one, some by appointment over the telephone and others just dropping in.

(Continued on page 100)

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What Do You Think?

We are looking for criticisms, comments, and suggestions and the Managing Editor would be pleased to have them from anyone who reads THE ROTARIAN.

What might be done to make THE ROTARIAN a better magazine?

In other words, how can we render greater service with this magazine?

—C. R. P.

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| MILWAUKEE, WIS..... | C. H. Hall, Hall Advertising Company, Merrill Bldg. |
| MONTGOMERY, ALA..... | John Sparrow, Sparrow Advertising Agency—Birmingham, Ala. |
| MUSKOGEE, OKLA..... | Jacob E. Brecheisen, Walk-Over Boot Shop, 215 W. Broadway. |
| NASHVILLE, TENN..... | Clifton H. Green, Independent Adv. Company, 1st Nat'l Bank Bldg. |
| NEW ORLEANS, LA..... | W. R. Burk, Architect, 840 Gravier St. |
| NEW YORK, N. Y..... | Eugene G. MacCan, Lubricating Oils, Hotel Imperial Broadway and 31st St. |
| NORFOLK, VA..... | C. J. Mains, Virginia-Pilot Pub. Co., Monticello Hotel. |
| OAKLAND, CAL..... | A. T. Golding, Ass't Secretary Oakland Rotary Club, 422 Dalziel Bldg. |
| OMAHA, NEBR..... | Daniel Baum, Jr., Baum Iron Company, 13th & Harney Streets. |
| OTTAWA, ILL..... | Chas. T. Bradford, Advertising, 610 Clinton St. |
| PEORIA, ILL..... | Frank H. Lowe, Whitehead & Hoag Co., 331 Jefferson Bldg. |
| PHILADELPHIA, PA..... | George P. Smith, Borne, Scrymser Co., 437 Chestnut St. |
| PIQUA, OHIO..... | H. Kampf, Editor & Manager Piqua Leader-Dispatch, 122 W. Ash St. |
| PITTSBURGH, PA..... | Elmer E. Brosius, Official Railway Guide Pub. Co., 1107 Peoples Bank Bldg. |
| PORTLAND, ORE..... | Geo. D. Lee, Geo. D. Lee Advertising Agency, 1323 Northwestern Bk. Bldg. |
| PROVIDENCE, R. I..... | A. H. Sanborn, Office Specialties, 26 Custom House St. |
| PUEBLO, COLO..... | B. F. Scribner, The Franklin Press Co., 818 W. 13th St. |
| READING, PA..... | John B. Dampman, Dampman Advertising Agency, 501 Colonial Bldg. |
| RALEIGH, N. C..... | John A. Park, Publisher The Raleigh Times. |
| RICHMOND, VA..... | Rufus S. Freeman, Pres. Freeman Adv. Agency. |
| ROCK ISLAND, ILL..... | F. W. Burgh, Advertising, 229 18th St. |
| SACRAMENTO, CAL..... | Jno. W. Morshead, The Morshead Advertising Agency, Nicholas Bldg. |
| SAGINAW, MICH..... | H. W. Kinney, The McClure Co., 2 Holland Court. |
| ST. JOHN, N. B..... | Ralph H. Watts, Adv. Mgr., St. John Daily Telegraph. |
| ST. LOUIS, MO..... | C. L. Chittenden, Blackhorn Sales Co., 4201 Hartford St. |
| SAINT PAUL, MINN..... | S. Greve, S. Greve Advertising Agency, 305 Oppenheim Building. |
| SALT LAKE CITY, UTAH..... | A. G. Mackenzie, Advertising and Publicity, 317 Continental Nat'l Bk. Bldg. |
| SAN ANTONIO, TEX..... | D. H. Hunter, Power & Water Supply Improvements, 619 W. Cypress St. |
| SAN DIEGO, CAL..... | J. F. Haight, Advertising Agency, 514 American National Bank Bldg. |
| SAN FRANCISCO, CAL..... | H. H. Feighner, Secretary, The Rotary Club, 817-818 Humboldt Bank Bldg. |
| SAVANNAH, GA..... | Luke P. Pettus, Advertising Agency, 215 Real Estate Bldg. |
| SCRANTON, PA..... | R. K. Moore, International Correspondence Schools. |
| SEATTLE, WASH..... | W. A. Graham, Jr., Secretary, The Rotary Club, 237 Rainier-Grand Hotel. |
| SIOUX CITY, IOWA..... | Paul C. Howe, American Realty Co., 201 Commercial Block. |
| SPRINGFIELD, ILL..... | Walter S. Reed, Capital Engraving Co., 4th & Monroe St. |
| STOCKTON, CAL..... | Arthur G. Ross, Advertising Service, 511 Savings & Loan Bldg. |
| SUPERIOR, WIS..... | John P. O'Connor, University Extension, Columbia Bldg. |
| SYRACUSE, N. Y..... | Ray Van Benschoten, Van Benschoten and Countryman, 216 E. Fayette St. |
| TAMPA, FLA..... | L. D. Reagin, Manager, Tampa Publishing Co. |
| TOLEDO, OHIO..... | H. H. Stalker, H. H. Stalker Adv. Co., Nasby Bldg. |
| TROY, N. Y..... | Hugh M. Reynolds, Advertising Specialist, Times Bldg. |
| VICTORIA, B. C..... | C. L. Armstrong, Victoria Advertising Service, 113 Stobart Pease Bldg. |
| WACO, TEX..... | J. M. Clement, Mgr. Western Union Tel. Co. |

OFFICIAL DIRECTORY INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

A Roster of the Officers of the Association and All Rotary Clubs



Headquarters, Chicago, U. S. A.
Suite 1014, No. 910 Michigan Avenue.
Telephone, Harrison 23; Cables, "Interotary."

OFFICERS.

1914-1915.

President—Frank L. Mulholland, 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

Vice-Presidents—

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W. A. Peace, 22 Victoria St., Toronto, Ontario, Canada.

Frank Higgins, 1118 Langley St., Victoria, B. C.

W. H. Alexander, 91 Donegall St., Belfast, Ireland.

Treasurer—R. F. Chapin, Union Trust Co., Tribune Bldg., Chicago, Ill., U. S. A.

Secretary—Chesley R. Perry, Suite 1014, No. 910 Michigan Ave., Chicago, Ill., U. S. A.

Sergeant-at-Arms—J. H. Conlon, 204 Wood St., Pittsburgh, Pa., U. S. A.

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1914-1915.

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Chas. N. Butcher, 255 Barrington St., Halifax, N. S.

Wm. Gettinger, 263 9th Ave., N. Y., N. Y., U. S. A.

Gordon L. Gray, 416 Union Bank Bldg., San Diego, Calif., U. S. A.

Gratton E. Hancock, 1635 Champa St., Denver, Colo., U. S. A.

Arch C. Klumph, 1948 Carter Road, S. W. Cleveland, Ohio, U. S. A.

George E. Leonard, 407 Bisbee Bldg., Jacksonville, Fla., U. S. A.

W. E. Morton, American Nat. Bank Bldg., Richmond, Va., U. S. A.

Frank L. Mulholland, 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

J. S. Proctor, 32 Royal Exchange Sq., Glasgow, Scotland.

Jesse M. Tompsett, 1602 Locust St., St. Louis, Mo., U. S. A.

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Paul P. Harris, 1317 Unity Bldg., Chicago, Ill., U. S. A.

Glenn C. Mead, 818 Real Estate Trust Bldg., Philadelphia, Pa., U. S. A.

Russell F. Greiner, 10th and Central Sts., Kansas City, Mo., U. S. A.

COMMITTEES 1914-1915.

The Executive Committee.

President Mulholland and Directors Klumph and Gettinger.

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Public Affairs.

W. B. Paddock, Chairman, American National Bank Bldg., Fort Worth, Texas, U. S. A.

Inter-City Trade Relations.

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Official Publication.

L. D. Hicks, Chairman, 116 E. Hunter St., Atlanta, Ga., U. S. A.

Convention Program and Topics.

Guy Gundaker, Chairman, 1412 Chestnut St., Philadelphia, Pa., U. S. A.

Constitution and By-Laws.

Arch C. Klumph, 1948 Carter Road, Cleveland, Ohio, U. S. A.

Resolutions.

Wm. Gettinger, Chairman, 263 9th Ave., New York City, N. Y., U. S. A.

Publicity and Information.

S. H. Cook, Chairman, Marcellus and Seneca Streets, Syracuse, N. Y., U. S. A.

Philosophy and Education.

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Rotary Flag.

Russell F. Greiner, Chairman, 10th and Central Streets, Kansas City, Mo., U. S. A.

Good Roads.

R. T. Shea, Chairman, 50 Morningside Drive, New York City, N. Y., U. S. A.

Transportation.

Hugh G. L. Campbell, Chairman, 536 Nicholas Bldg., Toledo, Ohio, U. S. A.

British Association of Rotary Clubs.

President—R. W. Pentland, 24 Frederick St., Edinburgh, Scotland.

Hon. Secretary—Thos. Stephenson, 6 South Charlotte St., Edinburgh, Scotland.

AFFILIATING ROTARY CLUBS.

Arranged in this directory in three Divisions: United States, Canada, Great Britain and Ireland.

United States.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

AKRON (Ohio).

President—H. A. BAUMAN, B. F. Goodrich Co., Druggists' Sundries, 41 Conger Ave.
Secretary—G. N. HAWKINS, Sec. and Treas. The Lyman-Hawkins Lumber Co., 440 S. Main St.
Luncheons fourth Monday in month at Hotel Portage. Meetings, second Monday of each month at 6:00 p. m., at Portage Hotel.

ALBANY (N. Y.).

President—CHARLES M. WINCHESTER, V. P. and Gen. Mgr. J. B. Lyons Co., Printers, Lyon Block.
Secretary—GEORGE S. DE ROUVILLE, Mgr. Cotrell & Leonard, Wholesale Hats and Caps, 472 Broadway, Phone, Main 2530.
Meetings every Friday at 1 p. m., Hotel Ten Eyck.

ALLENTOWN (Penna.).

President—RICHARD W. IOBST, Lawyer, 534 Hamilton St.
Secretary—G. FRANK TIFFT, Supt. Bradstreet Co., Mercantile Agency, 301 Hunsicker Bldg.
Luncheons are held on Friday of each week at the Hotel Allen at 12:15 p. m. except third week in each month when monthly meeting is held in the evening at such time and place as the directors may designate.

ATLANTA (Ga.).

President—ALBERT S. ADAMS, B. M. Grant & Co., Real Estate & Renting, 204 Grant Bldg.
Secretary—L. D. HICKS, Adv. Mgr. Southern Ruralist, Farm Journals, 116 E. Hunter St.
Club Headquarters, 910 Third National Bank Bldg.
Luncheons first and third Tuesday in each month at one o'clock p. m. at the Winecoff Hotel.

ATLANTIC CITY (N. J.).

President—JOS. McNAMEE, Marine Trust Co.
Secretary—DR. J. S. LOGUE, Physician-Osteopath, New York Ave. and Boardwalk.
Luncheons every Tuesday, except 1st Tuesday in month, at Schlitz's Hotel, at 1 p. m. Meetings held 1st Tuesday in month at Strand Hotel.

AUGUSTA (Ga.).

President—JAS. M. HULL, JR., Cumming & Hull, Attorney, Montgomery Bldg.
Secretary—W. W. HACKETT, Central of Ga. R. R., 215 Jackson St.
Luncheons held every Wednesday at 2:15 p. m., at Hotel Genesta.

AUSTIN (Texas).

President—W. H. RICHARDSON, JR., W. H. Richardson & Co., Mail address P. O. Box 278.
Secretary—J. W. EZELLE, The Southwestern Tel. & Tel. Co., Mail address P. O. Box 236.
Club headquarters at office of secretary, 504 Scarbrough Bldg.
Luncheons every Friday at 1 p. m. at Driskill Hotel.

BALTIMORE (Md.).

President—GEO. G. MUTH, Gen. Mgr. Muth Bros. Co., Wholesale Druggists, 23 S. Charles St.
Secretary—OREN H. SMITH, Mgr. American Dist. Telegraph Co., Fire Protection Devices, 106 Equitable Bldg., Phone, St. Paul 2031.
Meetings are held every Tuesday at 1 p. m. Cafe Room, Hotel Rennert, Liberty and Clay streets.
Club Headquarters, Hotel Rennert, Liberty and Clay Streets, Phone, St. Paul 1800.
HOTEL: Rennert, Liberty and Saratoga St. \$1.50 per day and up. \$2.00 per day and up with bath. European plan.

BAY CITY (Mich.).

President—O. E. SOVEREIGN, Treas. & Gen. Mgr. North American Construction Co., Aladdin Houses, Ridotto Block.
Secretary—CHAS. H. FRANTZ, Druggist, 407 Center Ave.
Luncheons every Tuesday at 12:15 p. m. at Bay City Club.

BEAUMONT (Texas).

President—E. J. EMERSON, Mgr. Beaumont Electric Light & Power Co., 2025 Calder Ave. Phone, S. W. 1622.
Secretary—HUBERT B. OXFORD, Turnbow Lumber Co., 10th and Hazel.
Meetings held Wednesday of each week at Hotel Crosby.

BINGHAMTON (N. Y.).

President—H. E. WOODWARD, Proprietary Remedies, Herald Building.
Secretary—CLARENCE L. FRENCH, Hospital Supplies, 512 Press Bldg.
Luncheons Wednesday 12:30 to 1:30 p. m.
Meetings last Wednesday of month at 6:15 p. m.

BIRMINGHAM (Ala.).

President—J. D. MOORE, Moore-Handley Hardware Co., Main 7741.
Secretary—JOHN C. HENLEY, care Birmingham Publishing Co., 1705 3rd Ave.
Assistant Secretary—OLIVER COX, Cable Bldg., 1818 Second Ave. Phone 4078. (Address all communications to Mr. Cox.)
Luncheons each Wednesday, except third Wednesday of month, at Tutwiler Hotel, at 1 p. m.
Meetings held third Thursday of each month at 6:30 p. m. at Tutwiler Hotel.

BOSTON (Mass.).

President—LESTER P. WINCHENBAUGH, Prop. Wholesale & Retail, High Grade Papers, 93 Federal St.
Secretary—RALPH G. WELLS, John Hancock Bldg. Club Headquarters, 178 Devonshire Street, Room 213, Phone, Ft. Hill 1715.
Luncheons every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings second Monday each month 6:30 p. m. Hotel Nottingham.
No meetings during summer months.

BROOKLYN (N. Y.).

President—CHAS. A. ANGELL, Vice-President Cranford Co., General Contractors, 190 Montague St.
Secretary—C. H. BAINBRIDGE, Proprietor, Plate Glass Insurance, 150 Montague St.
Meetings held second and fourth Thursdays of each month for luncheon, 1 p. m., at the Hotel Bossert.

BUFFALO (N. Y.).

President—CHRISTOPHER G. GRAUER, Sec'y. Otto Ulrich Co., Booksellers, Stationers and Engravers, 386 Main St. Phones, Federal 127; Bell, Seneca 717.
Secretary—GODFREY MORGAN, Mgr. Spencer, Kellogg & Sons, Operating Elevators, 1101 Chamber of Commerce, Phone, Bell-Seneca 1685.
Club Headquarters at office of Secretary.
Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler.

BUTTE (Mont.).

President—DR. T. C. WITHERSPOON, Murray Hospital, Quartz and Alaska Streets.
Secretary—CHAS. AUSTIN, c-o Chamber of Commerce.
Luncheons every Thursday at 12:30 p. m. at "Gamers."

CAMDEN (N. J.).

President—JOSHUA C. HAINES, Prop. Camden Van Co., Storage & Moving, 610 Walnut St. Phone, Bell 414 A; Keystone, 858.
Secretary—WM. A. STEWART, Moffett & Stewart, Inc., Architects, 30 N. 3rd St.
Luncheons every Tuesday in each month, except 1st Tuesday, 12:30 to 1:30 p. m. at Hotel Ridgway, Delaware Ave. and Market St. Monthly meetings 1st Tuesday of month at 6:30 p. m. at the places of business of the different members.

CEDAR RAPIDS (Ia.).

President—FRED C. FISHER, Security Savings Bank.
Secretary—THOS. B. POWELL, Powell & Robbins, Attorneys, 813 American Trust Bldg.
Meetings held every Monday at 12:15 p. m., Montrose Hotel.

CHATTANOOGA (Tenn.).

President—W. B. SCHWARTZ, Mgr. H. Schwartz & Son, Shoes, 14 E. 4th St.
Secretary—GEO. J. HALEY, Pres. MacGowan-Cooke Printing Co., 810 Chestnut St.

Luncheons first, second and fourth Thursday of each month, at 12:10 p. m.
Meetings held third Thursday of each month, at 6:45 p. m., at Hotel Patten.

CHICAGO (Ill.).

President—HERBERT C. ANGSTER, Pres. Chicago Well Supply Co., 317 W. Ohio St. Phone, Superior 2261.
Asst. Secretary—E. V. ACKERMAN, 19 S. LaSalle St. Phone, Randolph 608.
Club Headquarters and Secretary's Office, 1302 Association Building. Phone, Randolph 608.
Club dinners 2nd and 4th Thursdays, 6:30 p. m. at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph.
HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters.
HOTEL: Gladstone, Kenwood Ave. and 62nd St. (South Side.) Rooms with private bath \$7, \$8 and \$9 per week.

CINCINNATI (Ohio).

President—F. W. GALBRAITH, JR., The Western Paper Goods Co., Tobacco Bags, Third and Lock Sts. Phone, Canal 2346.
Secretary—CHAS. B. WILBERDING, Tailor, 205 Neave Bldg. Phone, Main 3922.
Club Headquarters and Secretary's office, 205 Neave Bldg. Phone, Main 3922.
Luncheons at Sinton Hotel Convention Hall every Thursday, 12:30 to 1:30 p. m. (No luncheon during July and August.)

CLEBURNE (Texas).

President—J. H. HESS, Freight Agent, G. C. & S. F. Ry. Co., G. C. & S. F. Freight Depot.
Secretary—CECIL HORNE, Editor Cleburne Morning Review and Johnson County Review. Printers, Publishers, and Stationers, 11 West Henderson St.
Luncheons held every Thursday at 12:45 at Hotel Raymond.

CLEVELAND (Ohio).

President—CHAS. Y. McVEY, The Cuyahoga Telephone Co. Telephone Service, Electric Bldg. Phone Central 31.
Secretary—CLARENCE H. COLLINGS, The Clarence H. Collings Co., Mantels and Tiles, 4404-08 Euclid Ave. Phones, Central 4855; East 1167 and 1168.
Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. Phones, Central 23 and Prospect 75.
Weekly luncheon every Thursday at 12 o'clock in Lattice Room of Hotel Statler.
Monthly banquets and business meetings held every second Monday in each month at various hotels and clubs.

COLUMBUS (Ohio).

President—DR. C. L. PATTON, First Congregational Church, East Broad St.
Secretary—HERBERT SHERWOOD WARWICK, Dept. Mgr. Chamber of Commerce, 36 E. Broad St.
Luncheons first, second and third Tuesdays of month at 12 m., Rankin Hotel, 22 West Gay St. Meetings fourth Thursday, at 6:30 p. m., at Hartman Hotel.

CORPUS CHRISTI (Texas).

President—J. M. NIX, Mgr. Hotel Nueces, 604 N. Chaparral St.
Secretary—H. H. EDWARDS, Mgr. Corpus Christi Printing Co., 311 Mesquite St.
Luncheons every Thursday at 12:30 p. m. Nueces Hotel.

DALLAS (Texas).

President—HARRY A. OLMSTED, Vice-Pres. and Gen. Mgr. Southwestern Paper Co., 1315 Pacific Ave.
Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg.
Meetings held on Thursday at 12:15 p. m., Oriental Hotel.

DAVENPORT (Iowa).

President—OSWALD BECKER, Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone, 4691-L.
Secretary—GEO. A. PRIDE, c-o Royal Typewriter Co., 301 Central Office Bldg.
Club Headquarters at office of Secretary.
Meetings, Monday of each week at 12 m. at the New Kimball.

DAYTON (Ohio).

President—J. A. OSWALD, Pres. The Kidder-Oswald Company, Mfg. Contractor, 5th and Norwood Streets. Phone, Main 45.
Secretary—GEO. S. BLANCHARD, President Blanch-

ard Structural Products Co., 614 Schwind Bldg. Phone, Main 622.

Meetings first Thursday of each month at six-thirty p. m.
Club luncheons each Thursday (except first Thursday) at Algonquin Hotel at 12:15 p. m.
HOTEL: Algonquin. Third and Ludlow. A. P. \$3.00 to \$5.00. E. P. \$2.00 to \$4.00. Fireproof.

DENVER (Colo.).

President—W. J. SPRAY, Spray Coffee & Spice Co., 639 15th St. Phone, Main 2040.
Secretary—E. W. BROOKS, The Smith-Brooks Co., 1743 California St.
Club Headquarters at office of Secretary.
Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

DES MOINES (Iowa).

President—A. P. RAINSBURG, c-o Register & Leader. Printer, 127 4th St. Phone, Walnut 320.
Secretary—LLOYD H. WADDELL, Des Moines Duplicating Co., 311 C. N. B. Bldg. Phone, Walnut 2240.
Club Headquarters, 311 Citizens' National Bank Bldg.
Meetings held at Savery Hotel every other Thursday.

DETROIT (Mich.).

President—EDWARD N. HINES, County Road Commissioner, Good Roads, 46-48 Larned St., E. Phone, Main 3167.
Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mnfrs., 906 Majestic Bldg. Phone, M-187.
Club Headquarters maintained at office of Secretary.
Luncheons every Wednesday at 12:30 p. m. at Hotel Tuller.

DULUTH (Minn.).

President—E. N. WHYTE, President Curry & Whyte Co., Wholesale Forest Products, 511 Lyceum Bldg.
Secretary—WM. M. GRAVATT, Wm. M. Gravatt & Co., 205 Lonsdale Bldg., cor. 3rd Ave. W. and Superior St.
Club Headquarters maintained at office of Secretary.
Meetings each week at various places.

EL PASO (Texas).

President—CLAIBORNE ADAMS, Mgr. El Paso Grain & Milling Co., Wholesale Grain and Mill Products.
Secretary—R. E. SHERMAN, Sales Mgr. Manhattan Heights Co., Real Estate, 207 Mills St.
Meetings held every Thursday at 12:15 p. m. at the Rotary Grill in the Sheldon Hotel.

ERIE (Penna.).

President—JAMES RUSSELL, Harper & Russell, Real Estate, Security Bank Bldg.
Secretary—A. M. CASSEL, Pres. Erie Business College, Business College, Liebel Block.
Luncheon every Wednesday at Lawrence Hotel at 12:30 p. m.

EVANSVILLE (Ind.).

President—R. H. PENNINGTON, R. H. Pennington & Co., Wholesale Produce, 1 L. 8th St. Phone 4646.
Secretary—A. W. SEVRINGHAUS, Purchasing Agent Parsons-Scoville Co., Wholesale Groceries, 915 Main St.
Luncheon every Tuesday at 12:15 at St. George Hotel.

FORT WORTH (Texas).

President—J. F. HENDERSON, Mgr. Southwestern Telegraph & Telephone Co., Southwestern Telegraph and Telephone Bldg., Cor. Tenth & Throckmorton Sts. Phone Lamar 62.
Secretary—ADAMS B. VERA, Vera-Reynolds, Fire Insurance, 404 Reynolds Bldg. Phone, Lamar 1037.
Luncheons every Friday 12:15 to 1:30 p. m. at Metropolitan Hotel.
HOTEL: Metropolitan, 8th to 9th Sts. European. \$1.00 and up.

GALESBURG (Ill.).

President—W. E. TERRY, JR., Mgr. Terry Lumber Co., Retail Lumber.
Secretary—M. M. GOODSILL, City Editor Evening Mail. Mail Bldg.
Headquarters at Galesburg Club Bldg.
Luncheons held first and third Thursday at 12 m.
Meetings held second and fourth Thursday at 6:30 p. m.

GALVESTON (Texas).

President—EDWARD F. HARRIS, Harris & Harris, Attorneys, Trust Bldg. Phone No. 130.
Secretary—KENNETH E. MASON, Sec'y Brush Electric Co., Electric Light & Power, 2424 Market St. Phone No. 4700.
Meetings held Wednesday of each week at 12:30 p. m., Hotel Galvez.
HOTEL: Hotel Galvez. European Plan, \$2.00 and up per day.

GRAND RAPIDS (Mich.).

President—S. EUGENE OSGOOD, Architect, G. R. Herald Bldg.
 Secretary—ALBERT L. HAMMER, Commercial Credit Co., Murray Bldg.
 Meetings every Thursday at 12:15 p. m. at Association of Commerce Cafe.

HARRISBURG (Penna.).

President—WM. S. ESSICK, Gen. Agt. Casualty Ins., 75 Union Trust Bldg. Phone, Bell 166. 4 J.
 Secretary—HOWARD C. FRY, Fry Coal Co., Retail and Wholesale Coal, 9th and Market Sts. Phone, Bell 65.
 Club Headquarters at office of Secretary.
 Meetings held on 1st and 3rd Tuesdays of month at various places.

HARTFORD (Conn.).

President—CLARENCE M. RUSK, Special Agt. Travelers' Ins. Co., 700 Main St. Phone, Charter 1930.
 Secretary—R. M. BREWSTER, The Luke-Horsfall Co., Men's Furnishings, 97 Asylum St.
 Meetings held 2nd Wednesday of each month at various hotels.

HOUSTON (Texas).

President—JOHN H. FREEMAN, Sec'y. and Treas. Houston Title Guaranty Co., Title Guaranty, Lumbermen's Bank Bldg. Phone, P. 1156.
 Secretary—GEO. M. WOODWARD, Good Texas Lands, 1106 Scanlon Bldg.
 Club Headquarters, 200 Lumbermen's Bank Bldg.
 Luncheon and Meeting every Thursday at 12:15 p. m. Banquet Room (9th floor) Hotel Bender.
 HOTEL: The Bender, Main and Walker. \$1.00 to \$4.00 daily, European plan. B. S. Swearingen, Managing Director.

INDIANAPOLIS (Ind.).

President—W. E. PITTSFORD, Pres. Pittsford Purity Pie Co., 1420 N. Senate Ave. Phone, New 3315; Main 1515.
 Secretary—GEORGE B. WRAY, Mgr. Office Furniture Dept. Wm. B. Burford, 38 S. Meridian St. Both Phones, 310.
 Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

JACKSONVILLE (Fla.).

President—HARRY B. HOYT, Vice-President Jacksonville Gas Co., corner Laura and Church Streets.
 Secretary—R. T. ARNOLD, Treas. Arnold Printing Co., 224 E. Forsyth St. Phone, 3462.
 Headquarters, 202 Clark Bldg.
 Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

JOLIET (Ill.).

President—JOHN B. ANDERSON, Attorney-at-Law, 1st National Bank Bldg., c-o Oliver Realty Co.
 Secretary—EDWIN B. LORD, Advertising Counsellor, Adams Arcade.
 Luncheons every Tuesday at 12:15 at Hobbs Cafe.
 Meetings on last Thursday night of each month at 7:00 p. m. at Commercial Club.

KANSAS CITY (Mo.).

President—W. U. LOVITT, Smith, Rea & Lovitt, Architects, 602 Finance Bldg. Both phones, M. 1846.
 Secretary—ALBERT PICO, Gen. Agt. United Autographic Register Co., Duplicating Registers for Bills of Lading, etc., 317 Shukert Bldg. Phones Bell, G. 1584; Home, M. 1360.
 Club Headquarters, 622 Shukert Bldg.
 Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

LINCOLN (Neb.).

President—R. O. CASTLE, Castle, Roper & Matthews, Undertakers, 1319 N. St.
 Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insurance Agency, General Insurance, 128 N. 11th St.
 Club Headquarters at office of Secretary.
 Meetings every Tuesday noon at Lincoln Hotel.
 HOTEL: Lincoln Hotel, European, 9th and P Sts., Rotary Hotel, F. J. Richards, Mgr.

LITTLE ROCK (Ark.).

President—K. A. ENGLE, Bus. Mgr. Arkansas Democrat.
 Secretary—S. M. BROOKS, S. M. Brooks Adv. Agency, Ad Writer and Counsellor, 808 State Bank Bldg. Phone 1326.
 Meetings are held at 12:30 p. m., Marion Hotel on Thursdays.

LOS ANGELES (Calif.).

President—ROGER M. ANDREWS, President Germania Publishing Co., 230 Franklin St. Phones, Home A 1474, Broadway 832.
 Secretary—H. C. WARDEN, 301-2 Delta Bldg. Phones, Home, F7343; Sunset, Main 7343.
 Club Headquarters, 301-2 Delta Bldg., 426 S. Spring St.
 Club meets every Friday for luncheon at Alexandria Hotel.
 HOTEL: Hollenbeck, Spring and Second Streets, 500 rooms, 300 baths. Rates, \$1.00 and up. Excellent cafe.

LOUISVILLE (Ky.).

President—LOUIS K. WEBB, Dist. Mgr. Cumb. Tel. & Tel. Co., 424 W. Jefferson.
 Secretary—S. A. CAMPBELL, Agt. Cumberland Gap Dispatch, Fast Freight from Eastern Cities, 1008 Columbia Bldg.
 Club Headquarters at office of Secretary.
 Luncheons every Thursday at 12:15 p. m. at Hotel Waterson, with the exception of the last Thursday in month, when meeting is held at 6:30 p. m.

McKEESPORT (Pa.).

President—JNO. A. RUSSELL, Builders' Supply Co., 4th and Water Streets.
 Secretary—R. W. JUNKER, Real Estate & Insurance, 508 People's Bank Bldg.
 Meetings every other Thursday at 6 p. m. at the various down town places.

MACON (Ga.).

President—MALCOLM D. JONES, Partner Miller & Jones, Attorneys, 1015 Ga. Life Bldg.
 Secretary—W. G. BILLINGS, Agt. Whitehead-Hoag & Co., 1009 Georgia Casualty Bldg.
 Luncheons held at Hotel Lanier every Wednesday at 1 p. m.

MADISON (Wis.).

President—JOHN ST. JOHN, Secretary Madison Gas & Electric Co., 120 E. Main St. Phone 4400.
 Secretary—F. W. HUELS, Motorcycles, 115 State St. Phone, 127.
 Meetings every Thursday at 12:30 p. m., at new Park Hotel.

MEMPHIS (Tenn.).

President—J. J. THORNTON, JR., Supt., The Bradstreet Co., Central Bank Bldg. Phone, Main 5150.
 Secretary—G. O. WARING, Snow, Church & Co., Collections and Adjustments, 906 Exchange Bldg. Phone Main 4168.
 Club Headquarters at Secretary's office.
 Luncheons every Tuesday from 12:30 to 1:30 at Hotel Chisca, with the exception of the last Tuesday in month, when the meeting is held at 6:30 p. m.

MILWAUKEE (Wis.).

President—W. J. ZIMMERS, Baker & Zimmers, Attorneys, 740 Wells Bldg. Phone, Main 633.
 Secretary—J. B. LANIGAN, Mgr. L. C. Smith & Bros. Typewriter Co., 413 Milwaukee St. Phone, Main 2127.
 Club Headquarters, Room 26, Hotel Pfister. Phone, Main 3920.
 Club luncheons held every Monday at the Hotel Pfister, 12:15 p. m.

MINNEAPOLIS (Minn.).

President—LEON C. WARNER, Pres. & Mgr. Warner Hardware Co., 13 S. 6th St.
 Secretary—HERBERT U. NELSON, Secy. Citizens' Club, 2010 Minnehaha Ave. So.
 Club Headquarters at 9 S. 7th St.
 Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis' most up-to-date hotel.

MOBILE (Ala.).

President—DR. SEALE HARRIS, Van Antwerp Bldg.
 Secretary—J. M. PONDER, E. O. Zadek Jewelry Co.
 Luncheons every Thursday at 1 p. m. at the Rotary Room of Cawthon Hotel.

MOLINE (Ill.).

President—RICHARD S. HOSFORD, Office Mgr. Deere & Co. Implement Mfg.
 Secretary—WM. H. SCHULZKE, Architect. 610 Peoples Bank Bldg.
 Luncheons every Wednesday at 12:10 p. m. at Manufacturer's Hotel.

MONTGOMERY (Ala.).

President—RALPH D. QUISENBERRY, Southern Syrup Co., Syrup Refinery.
 Secretary—W. F. BLACK, City Hall.
 Meetings held on Wednesdays at 1 p. m. at Exchange Hotel.

MUSKOGEE (Okla.).

President—CHAS. W. DAWSON, Architect, 412 Iowa Bldg.

Secretary—JOHN A. ARNOLD, Accountant, 528-529 Flynn-Ames Bldg.

Club Luncheons held every Thursday at 12:15 p. m. at Severs Hotel.

NASHVILLE (Tenn.).

President—ROBT. H. BRANNAN, Hermitage Hdw. Co., 309 3rd Ave. N.

Secretary—HOUSTON W. FALL, Fall's Business College, 8th Ave. and Broadway.

Luncheon every Tuesday at 12:15 at Hotel Hermitage.

NEWARK (N. J.).

President—ISAAC B. KILBURN, Mgr. Division "B" Prudential Insurance Company, Prudential Building, Phone, Market-4000.

Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St. Phone, Market-238.

Club Headquarters at office of Secretary.

Meetings on the second Tuesday evening of each month excepting July and August, at Achtel Stettens' Restaurant, 842 Broad St. Weekly Luncheons are not held, although Rotarians can be found every day at the regular lunch hour at the restaurant mentioned above.

NEW CASTLE (Penna.).

President—GEORGE W. MUSE, Lawyer, 24 East St. Secretary—W. H. SCHOENFELD, N. C. Hardware Co., Hardware, 217 E. Washington St.

Luncheons every Monday at 12:15 at Y. M. C. A. Meetings are held first Monday of each month.

NEW ORLEANS (La.).

President—BENJAMIN C. BROWN, New Orleans Ice Cream Co., 1326 Baronne St. Phone, Main Jackson 20.

Secretary—WM. R. BURK, Architect, 840 Gravier St. Phone, Main 2127.

Club Headquarters at 840 Gravier St.

Meetings held 2nd Tuesday of month at 6 p. m. for dinner, and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

NEW YORK (N. Y.).

President—WM. GETTINGER, President Eaton & Gettinger, Printing, 263 9th Ave. Phone, Chelsea 8680.

Secretary—CHAS. A. PEARSON, Room 447, Hotel Imperial.

Club Headquarters: Hotel Imperial, Broadway and 32nd, Room 447.

Meetings on the first Tuesday of each month, excepting July and August, at various restaurants. Weekly luncheons, Thursdays at 12:30 p. m., private room, Hof Brau Haus, Broadway and 30th St.

HOTEL: Imperial, Broadway and 31st. Rates, \$1.50 per day and up. Copeland Townsend, Mgr.

NORFOLK (Va.).

President—ROBERT JOHNSTON, SR., Pres. Old Dominion Paper Co., Wholesale Paper.

Secretary—C. J. MAINS, Virginian-Pilot Publishing Co. Address all mail to Fairfax Hotel.

Meetings second and fourth Thursdays at 7 p. m. at Fairfax Hotel.

HOTEL: Fairfax Rotary Hotel. European, \$1.00 to \$2.50. Ask for Bell.

OAKLAND (Calif.).

President—D. L. ARONSON, Cahn, Nickelsburg & Co., Boots and Shoes, 1126 Brush St.

Hon. Secretary—J. N. BORROUGHS, Pres. Oakland, Calif., Towel Co., Towel Supplies, 28th and Filbert Streets. Phone, Oakland 883.

Club Office, 422 Dalziel Bldg. Phone, Lakeside 287.

Meetings every Thursday at 12:30 at Hotel Oakland.

OKLAHOMA CITY (Okla.).

President—WALTER C. DEAN, Dean Jewelry Co., Retail, 137 W. Main St. Phone, W. 2535.

Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 922 State Nat'l Bank Bldg.

Luncheons, Tuesdays at 12:15, Lee-Huckins Hotel, except once in month, when we have monthly dinner.

Club Headquarters are the Secretary's office.

OMAHA (Neb.).

President—H. S. WELLER, Vice-President Richardson Drug Co., 9th and Jackson.

Secretary—WM. E. TAUBE, Mgr. Union Match Co., 230 Brandeis Theatre Bldg.

Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.

HOTEL: New Henshaw, 15th & Farnam Streets. \$1.00 and up without bath. \$2.00 and up with bath. European plan.

OTTAWA (Ill.).

President—S. B. BRADFORD, Secy. & Treas. Central Life Insurance Company of Illinois, Central Life Bldg.

Secretary—F. B. GRAHAM, Partner, Terra Cotta Tile Co., Mfrs. of Drain Tile.

Luncheons third Tuesday of each month at 12:00 m. at Clifton Hotel.

Meetings first Tuesday of each month at 7:00 p. m., at Clifton Hotel.

PADUCAH (Ky.).

President—W. F. BRADSHAW, JR., Pres. Merchants Trust & Savings Bank, Trust Company. City National Bank Bldg.

Secretary—L. L. BILLUPS, Dist. Mgr. Cumberland Tel. & Tel. Co., Telephone Service, 124 S. 4th St.

Luncheons every other Wednesday at 12:15 p. m. at the Palmer House.

PALESTINE (Texas).

President—T. B. GREENWOOD, c-o Greenwood & Greenwood, Attorneys-at-law.

Secretary—DR. ROY W. DUNLAP, Physician (Eye, Ear, Nose and Throat), Link Bldg.

Meetings held on 2nd and 4th Wednesdays of each month, 12 m., at Interstate Restaurant.

PATERSON (N. J.).

President—EDWARD SCEERY, Florist, 85 Broadway. Phone 493.

Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 59 Washington St.

Meetings held third Thursday of the month at 6:30 p. m. at G. H. Crawford's, 148 Washington St.

PEORIA (Ill.).

President—GEORGE R. MACCLYMENT, Farm Land Development, Observatory Bldg. Phone, M-314.

Secretary—E. C. SCHMITZ, Office Outfitter, 336 S. Jefferson Ave. Phone, Main 4379.

Meetings held at Jefferson Hotel, or as otherwise specified, Fridays, at 12:15.

PHILADELPHIA (Penna.).

President—GUY GUNDAKER, Asst. Mgr. Kugler's Restaurant Co., 1412 Chestnut St. Phones, Bell, Spruce 2530; Key, Race 137.

Secretary—CHARLES A. TYLER, Assistant to the General Business Manager of the Public Ledger Co., 6th and Chestnut Streets.

Regular luncheons at the St. James Hotel on Wednesdays, 12:30 to 1:30 p. m.

Regular monthly dinners at Kugler's, 1412 Chestnut St. on the third Tuesday of each month at 6:30 p. m.

HOTEL: Hotel Adelphia, Chestnut and 13th Sts., European. Rates, \$2.50 up.

PHOENIX (Ariz.).

President—AMOS A. BETTS, Transfer Business, 42 S. Central Ave.

Secretary—FRANK S. HESS, Partner T. B. Stewart, General Contractor, 1-2 Central Bldg. Address mail to P. O. Box 1074.

Club Luncheons held every Friday from 12 m. to 1:30 p. m. at the American Kitchen.

PIQUA (Ohio).

President—W. K. LEONARD, Pres. Piqua Hosiery Co., Union Suits, 133 E. Ash St.

Secretary—JOHN T. NIELSON, Secy. & Treas., The Magee Bros. Co., Printer, 216 W. High St.

Luncheons held every Tuesday at 11:45 a. m., at Piqua Club. Meetings held last Tuesday in month at 6:30 p. m., at Piqua Club.

PITTSBURGH (Penna.).

President—GEO. W. DUFFUS, Supt. The Bradstreet Co., Mercantile Agency, Commonwealth Bldg. Phone, Court 34.

Secretary—M. S. JOHNSTON, Stanwix Shops Bldg., Penn Ave. and Stanwix St. Tel. Court 77.

Club Headquarters at office of Secretary.

Meetings at Fort Pitt Hotel each Wednesday at 12:15 noon, excepting one Wednesday each month when evening meeting is held.

PORTLAND (Ore.).

President—FRED SPOERI, Mgr. Pacific Tel. & Tel. Co., 7th & Oak.

Secretary—J. L. WRIGHT, President Portland Printing House Co., 388 Taylor St.

Club Headquarters, 201-2 National Theatre Bldg., Park & Stark St. Phone, Main 9004. W. L. Whiting, Assistant Secretary.

Weekly luncheons held every Tuesday at 12:30 p. m., Benson Hotel.

HOTEL: The Wheelon Annex (Apartment Hotel) 10th & Salmon Sts. European. C. L. Horn, Rotarian, Pres.

PROVIDENCE (R. I.).

President—J. B. LEEMAN, Browning, King Co., Clothing, 210 Westminster St. Phone, Union 1285.
Secretary—E. L. MORRIS, E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, Union 1214.
Regular monthly meetings, 2nd Tuesday each month at 6:30 p. m. at Crown Hotel. Semi-monthly luncheons, 1st and 3rd Wednesdays at 12:30 o'clock.
HOTEL: The Crown, Weybosset St. Fred Mansfield, Rotarian, Prop. European, \$1.50 and up.

PUEBLO (Colo.).

President—JESSE ROOD, Secy.-Treas. & Gen. Mgr. Rood Candy Co., Wholesale Confectioners, 406 W. 7th St. Phone, Main 30.
Secretary—J. A. CLARK, Prin. American Business College, Commercial School, Swift Block. Phone, Main 829.
Club Headquarters at office of Secretary.
Weekly meetings every Monday, 12:15 to 1:15 p. m., alternating Congress Hotel and Vail Hotel.

RALEIGH (N. C.).

President—MANLEY W. TYREE, Prop. Tyree's Studio, Photographer, 119½ Fayetteville St.
Secretary—ALBERT L. COX, Cox & Cox, Attorneys-at-law, 407 Tucker Bldg.
Luncheons second and fourth Wednesday of each month at 1:05 p. m. at The Yarrowborough.

READING (Penna.).

President—WILLIAM W. KECK, Partner Croll & Keck, Clothing, 418 Penn St.
Secretary—D. G. McCANN, Treas. McCann's Business College, Berks Co. Trust Bldg.
Luncheons every Wednesday at 12:15 p. m., except week of monthly meeting, Hotel Berkshire. Meetings held first Tuesday of each month at 6:30 p. m., at Hotel Berkshire.

RICHMOND (Va.).

President—THOS. B. McADAMS, Cashier Merchants' National Bank.
Secretary—S. S. ROSENDORF, Prop. Southern Stamp & Stationery Co., Twelve-Six Main St. Address mail, Box 1336.
Club Headquarters at office of Secretary. Phone, Mon. 5766.
Luncheon meetings every second Tuesday at 1 p. m. Every fourth Tuesday at 6:30 p. m.
Meetings rotate between Business Men's Club, Coles, and other places. Consult the officers or ask for copy Tabasco, our club organ.

ROANOKE (Va.).

President—D. P. SITES, Caldwell Sites Co., Booksellers and Stationers, 105 Jefferson St.
Secretary—C. F. COCKE, Partner Cox & Cocke, Attorneys, 509 Terry Bldg.
Luncheons every second Thursday.

ROCHESTER (N. Y.).

President—W. J. O'HEA, c-o New York Tel. Co., 95 N. Fitzhugh St.
Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop. Duplicate Letters, 75 State St. Phone, Stone 6190.
Club luncheons every Tuesday, 12:30 to 1:30 p. m. at Hotel Rochester.

ROCK ISLAND (Ill.).

President—B. D. CONNELLY, Attorney-at-law, Peoples Nat'l. Bk. Bldg. Phone. 349.
Secretary—R. C. MITCHELL, Commercial Banking, State Bank Bldg. Phone 30.
Luncheons every Tuesday at 12:15 at Harms Hotel or Rock Island Club.

ROME (Ga.).

President—GEO. B. SMITH, M. D., Oculist, Cor. Broad Street and Fourth Avenue.
Secretary—J. D. McCARTNEY, Managing Editor Rome Tribune-Herald, Tribune-Herald Bldg.
Luncheons every Wednesday at 1:00 p. m. at Cherokee Hotel.
Monthly dinners fourth Wednesday of each month at 7 p. m., at Cherokee Hotel.

SACRAMENTO (Calif.).

President—R. S. McKAY, Underwood Typewriter Co., 611 J St.
Secretary—J. FONTAINE JOHNSON, Johnson & Lemon, Lawyer, 426 Forum Bldg.
Luncheons every Friday at 12:15 p. m. at Hotel Sacramento.

SAGINAW (Mich.).

President—GEO. B. WILLCOX, Pres. & Gen. Mgr. Wilcox Engineering Co., Sheet Metal Mfrs., 900 S. Warren Ave.
Secretary—MAX P. HEAVENRICH, Treas. Heavenrich Bros. & Co., Men's Clothing, 301 Genesee Ave.
Luncheons every Wednesday at 12 m. at the East Saginaw Club.

ST. JOSEPH (Mo.).

President—LUTHER E. REID, American Electric Co., 214 S. 8th St.
Secretary—O. M. KING, King Foundry Co., 1805 S. 8th St.
Meetings of the club are held on the 2nd and 4th Tuesdays of every month at Robidoux Hotel.

SAINT LOUIS (Mo.).

President—JESSE M. TOMPSETT, Treas. Isler-Tompsett Lithographing Co., Commercial Lithographing, 1602 Locust St. Phones, Olive 623; Cabany 989 W.
Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.
Club Headquarters, 411 Olive St. Phone, Bell, Main 1751.
Club luncheons every Thursday at 12:30, except 1st Thursday of month, when meeting is held at 6:30 p. m., at Planters Hotel, in Parlor A.

ST. PAUL (Minn.).

President—FRED C. LISTOE, Prop. Listoe & Wold, Undertakers, 150 West 4th St. Phone, Cedar 508.
Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1416 Pioneer Bldg. Phones, Cedar 6000; Tri-State 2089.
Club Headquarters at Secretary's office.
Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

SALT LAKE CITY (Utah).

President—F. S. MURPHY, Pres. F. S. Murphy & Co., Lumber Broker, Walker Bank Bldg.
Secretary—SAMUEL R. NEEL, Mtn. States Tel. & Tel. Co., 51 So. State St.
Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

SAN ANTONIO (Texas).

President—HARRY L. MILLER, J. H. Kirkpatrick Co., City Real Estate, 419 Navarro St. Phone, C. 89.
Secretary—C. H. JENKINS, The Bradstreet Co., Commercial Agencies, P. O. Box 807. Phone C. 10.
Address all mail to "P. O. Box 807." Club Headquarters, Lobby St. Anthony Hotel.
Luncheons at 12:30 each Friday at one of the leading hotels.

SAN DIEGO (Cal.).

President—HOMER W. SUMPTION, Mfr. Glazed Cement Pipe, Central Mortgage Bldg. Phone, Main 29.
Secretary—FRANKLIN M. BELL, 704 Central Mortgage Bldg. Phones, Home 4160; Main 480.
Club Headquarters at office of Secretary.
Meetings are held every Thursday at 12:10.
HOTEL: The San Diego, on Broadway. \$1.00 per day and up; European Plan. Miller & Porter.

SAN FRANCISCO (Calif.).

1915 Convention City.

President—CHAS. H. VICTOR, Mgr. Yawman & Erbe Mfg. Co. Filing Systems and Devices, 712 Mission St. Phone, Douglas 2357.
Secretary—H. H. FEIGHNER, 817 Humboldt Bank Building.
Club Headquarters at 817-818 Humboldt Bank Bldg. Phone Douglas 1363.
Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m. Techau Tavern, Powell and Eddy Streets.
HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

SAN JOSE (Calif.).

President—CHARLES M. O'BRIEN, O'Brien's Confectionery, 30 S. 1st St.
Secretary—ALEX. SHERIFFS, City Supt. of Public Schools, High School Bldg.
Luncheons every Wednesday at O'Brien's Confectionery.

SAVANNAH (Ga.).

President—J. PEARCE WHELESS, Pres. Savannah Blow Pipe Co., Ventilating, P. O. Box 194.
Secretary—C. V. SNEDEKER, JR., Snedeker & Lude-man, Architects, 401 National Bldg. Phone, 457.
Luncheons every Tuesday in the month except the fourth, 2:15 to 3 o'clock. Fourth Tuesday at 7 p. m.

SCRANTON (Pa.).

President—WM. H. HAGEN, Hagen & Wagner Co., Dry Goods & Furnishings, 205 Washington Ave.
 Secretary—CAREY P. WILLIAMS, Traffic Mgr. Bell Tel. Co., of Penna., 117 Adams Ave. Mail Address P. O. Box 143.
 Meetings held every Monday at 12:15 p. m. at Hotel Jermyn.

SEATTLE (Wash.).

President—R. D. PINNEO, Pacific Coast S. S. Co. Freight & Passenger Transportation, 608 Second Ave. Phone, Main 8040.
 Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel.
 Club Headquarters at office of Secretary.
 Meetings held at the Washington Annex, 2nd Ave., and Stuart St., every Monday at 12:15 p. m.

SHREVEPORT (La.).

President—SAM W. MASON, Caddo Abstract Co., Abstracts, 219 Commercial Bank Bldg.
 Secretary—JNO. B. YAUGER, Underwood Typewriter Co., Typewriters, 515 Marshall St.
 Luncheons first three Fridays of each month at 12:13 p. m. at Hotel Youree; evening meetings last Friday in month at various places.

SIOUX CITY (Ia.).

President—J. H. WHITTEMORE, Treas. Hanford Produce Co., Butter and Ice Cream Mfrs., First and Court St.
 Secretary—PAUL C. HOWE, American Realty Co., Building Mgr., 201 Commercial Block. Phone Automatic 9487.
 Club Headquarters at office of Secretary.
 Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month. Luncheons rotate between The West, The Martin and The Jackson Hotels, evening meetings at The Martin Hotel.

SOUTH BEND (Ind.).

President—CHAS. C. HERR, Herr & Herr, 111 W. Washington Ave.
 Secretary—E. T. BONDS, C. U. Tel. Co., 227 S. Main St.
 Meetings held first and third Wednesday at 12:15 p. m., at The Oliver.

SPOKANE (Wash.).

President—A. F. S. STEELE, Secy. Washington Water Power Company, Electric Light & Power, W. W. P. Bldg. Phones, Main 5171 and Maxwell 3510.
 Secretary—CHESTER L. WYNN, 503 Chamber of Commerce Bldg. Phone Main 107.
 Meetings held every Thursday at 12 m. at The Hall of the Doges, Davenport's.

SPRINGFIELD (Ill.).

President—O. G. SCOTT, Scott Coal Co., 327 S. 5th Street.
 Secretary—R. F. BUTTS, Form Letters, Buckeye Sales Co., 502 Reisch Bldg.
 Meetings held second Monday of each month at 6:15 p. m. at St. Nick Hotel.

SPRINGFIELD (Ohio).

President—CHAS. L. BAUER, President The Bauer Bros. Co.
 Secretary—JAMES S. WEBB, General Agent The National Life Insurance Co. of Vermont, 417 Bushnell Bldg.
 Luncheons every Monday at 12:15 p. m. at the Arcade Hotel.

STOCKTON (Calif.).

President—NOEL H. GARRISON, Stockton High School.
 Secretary—S. C. BEANE, So. Pacific Company, Sacra and Main.
 Luncheons every Wednesday, 12:15 to 1:30 p. m., alternating monthly between the Stockton and Clark Hotels.

SUPERIOR (Wis.).

President—J. C. CROWLEY, JR., Mgr. People's Telephone Co., 1013 Ogden Ave.
 Secretary—JOHN P. O'CONNOR, University Extension 13 Columbia Bldg.
 Club Headquarters, Hotel Superior. Phone, Ogden 224.
 Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

SYRACUSE (N. Y.).

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co., Auto Gear Manufacturing, W. Fayette St. Phone, 7785. Residence, 502 Walnut Ave.
 Secretary—FRANK W. WEDON, Entertainer, 41 Grand Opera House Bldg.
 Meetings each Friday at 12:15 p. m., excepting one Friday each month which is an evening meeting

with some special entertainment at the Onondaga Hotel Rathskellar.

TACOMA (Wash.).

President—A. H. BASSETT, E. F. Gregory Co. Mgr. Fire Ins. Dept., 201 Nat'l Realty Bldg. Phone M2280.
 Secretary—G. B. WOODERIDGE, Tacoma Hotel, 923 A St.
 Club Headquarters at Tacoma Hotel, 923 A St.
 Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

TAMPA (Fla.).

President—J. T. MAHONEY, Rhodes-Pearce-Mahoney Co., House Furnishers and Office Fixtures.
 Secretary—L. D. REAGIN, Tampa Publishing Co., Cor. Washington and Franklin Streets.
 Club Headquarters, Board of Trade.
 Meetings held every Tuesday at 12:30 p. m. at Hillsboro.

TERRE HAUTE (Ind.).

President—PAUL BOGART, Davis, Bogart & Royse, Attorneys, 613 Trust Bldg.
 Secretary—LOUIS E. WEINSTEIN, Weinstein Bros., Men's Furnishings, 523 Wabash Ave.
 Luncheon every Tuesday at 12:15 p. m. at the Rotarian Hotel Deming, with the exception of the last Tuesday in the month when meetings are held at 6:30 p. m.

TOPEKA (Kas.).

President—GEO. GODFREY MOORE, Life Insurance. New England Bldg. Phone, 1203.
 Secretary—J. M. BRUNT, Retail Drugs, 435 Kansas Ave. Phone, 528.
 Luncheons first and third Thursdays of each month at 12:15 p. m.

TOLEDO (Ohio).

President—THOMAS A. DEVILBISS, Mgr. The Devilbiss Mfg. Co., Mfg. Atomizers, 1304 Dorr St. Phone 22x28.
 Secretary—ED. R. KELSEY, Mgr. Publicity Dept. Toledo Rys. & Light Co. Bell Phone, 1225. Home Phone, 7200.
 Weekly Club Luncheons held every Friday noon at 12 o'clock at the Hotel Secor.
 HOTEL: Secor, 300 rooms, 200 baths. Rates, \$1.50 per day and up. Wallick Bros., Props.

TRENTON (N. J.).

President—WALTER F. SMITH, Insurance, 203 E. State St.
 Secretary—CHAS. F. STOUT, Proprietor Haberdashery, 38 E. State St.
 Luncheons held every Thursday, 12:30 to 1:30 p. m., alternating between Hilbrecht's and Trenton House. Meeting held on third Thursday of each month at same places.

TROY (N. Y.).

President—JOS. A. LEGGETT, Pres. John Leggett & Son, Paper Box Mfrs., 2134 7th Ave. Phone, Troy 706-F-3.
 Secretary—JAS. A. BEATTIE, Laundry, 607 Broadway. Luncheons every Tuesday at 1 p. m. at Hotel Rensselaer.

WACO (Texas).

President—J. M. PENLAND, Mgr. Waco Drug Co., 4th and Mary Streets.
 Secretary—C. G. SNEAD, Prop. Zeptozone Co., 2004 Lyle St.
 Meetings every Monday at 12:15 p. m. at State House Hotel.

WASHINGTON (D. C.).

President—GEO. W. HARRIS, Pres. Harris & Ewing, Photographers, 1311 "F" St. N. W.
 Secretary—HOLCOMBE G. JOHNSON, Johnson & Adams, Insurance, 519 Southern Bldg.
 Luncheons held at the Ebbitt House, 14th and F. Sts. N. W., phone, Main 5035, 2nd and 4th Fridays of each month.
 HOTEL: The New Ebbitt, 14th and F. Streets. European, \$1.50 to \$4.00. G. F. Schutt, Prop.

WATERTOWN (N. Y.).

President—HENRY N. BUTTERWORTH, H. Butterworth & Sons, Manufacturers, Furriers, Hatters and Furnishers, 100 Arsenal St.
 Secretary—L. deL. BERG, Mfg. Steam Specialties, 124 E. Moulton St.
 Luncheon every Wednesday except first Wednesday in month at 12:15 p. m. at Woodruff House Grill.
 Meetings held on the first Wednesday of each month except during the months of July and August at 6:30 p. m. at the Woodruff House Grill.

WAUSAU (Wis.).

President—H. A. ZIMMERMAN, Fire Insurance, Marathon Co. Bank Bldg. Phone, 1289. Mail address, P. O. Box 296.

Secretary—R. C. DEUTSCH, Retail Furniture, Cor. 3rd & Jackson Sts. Phone 1004.

WICHITA (Kans.).

President—WILL G. PRICE, Pres. Wichita Business College, 113 No. Market St. Phone, Market 1878.

Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472.

Meetings of Club held every other Monday evening (except July and August) at place designated for each meeting.

Round Table Luncheons every Friday noon at Kansas Club.

WORCESTER (Mass.).

President—LEWIS M. McCALLUM, Secy. Parker Wire Goods Co., 1 Assonet St. Phone 4400.

Secretary—H. BURT SIMONS, Mgr. Western Union Telegraph Co., 413 Main St.

Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room. Monthly dinner and business meeting held on the third Monday in each month.

HOTEL: The Bancroft. European Plan. Rates, \$1.50 and up.

YOUNGSTOWN (Ohio).

President—C. F. OWSLEY, Architect. Mahoning Nat. Bank Building.

Secretary—I. VAN BAALEN, Std. Auto Sales Co., Automobiles. 217 Wick Ave.

Luncheons every other Wednesday at noon at Ohio Hotel.

Clubs Not Yet Affiliated in the Association.**ASHEVILLE (N. C.).**

Secretary—PERRY D. COBB, 78 Patton Ave.

BLOOMINGTON (Ill.).

President—CHAS. J. F. AGLE, 207 S. Center St.

CANTON (Ohio).

Secretary—J. E. MILNER, 1211 Worley Ave., N. W.

CHARLOTTE (N. C.).

President—H. A. MORSON, c-o Independence Trust Co.

COUNCIL BLUFFS (Iowa).

President—C. C. LYON, c-o Council Bluffs Remedy Co.

EASTON (Penna.).

Secretary—W. E. CHURCHMAN, Northampton Nat. Bk. Bldg.

FORT WAYNE (Ind.).

Secretary—FRANK E. BOHN, Home Tel. Co.

HAGERSTOWN (Md.).

Secretary—G. S. BUSSARD, Board of Trade.

HAVERHILL (Mass.).

Secretary—RAYMOND F. PAGE, 62 Elm St.

HONOLULU (Hawaii).

Temp. Secretary—J. L. COKE, Attorney.

ITHACA (N. Y.).

Secretary—W. G. COBB, 127 E. State St.

JACKSON (Miss.).

Secretary—J. C. MCGEE, c-o Hunter & McGee Drug Co.

KALAMAZOO (Mich.).

Secretary—GEO. P. WIGGINTON, Mgr. Kalamazoo Loose Leaf Binder Co.

LANCASTER (Pa.).

President—JOHN H. WICKERSHAM.

LIMA (Ohio).

Secretary—ROY GALVIN.

McALESTER (Okla.).

Secretary—R. L. McPHERON.

PENSACOLA (Fla.).

President—WM. FISHER, c-o Fisher Real Estate Agency.

PORT ARTHUR (Tex.).

Secretary—WALTER MUNROE.

PORTLAND (Me.).

President—ROBT. BRAUN, c-o Porteous, Mitchell & Braun Co.

POTTSVILLE (Pa.).

Secretary—J. H. ZERBY, JR., c-o Pottsville Daily Republican.

SPRINGFIELD (Mass.).

Secretary—D. H. LAMB, P. O. Box 552.

TULSA (Okla.).

Secretary—C. E. BUCHNER, c-o Y. M. C. A.

UTICA (N. Y.).

Secretary—DON R. SIDLE, Chamber of Commerce.

VINCENNES (Ind.).

Secretary—E. R. FORTUNE, K. of P. Bldg.

WHEELING (W. Va.).

President—PAUL M. NEMEYER, 5th Fl. Court Theatre Building.

WILLIAMSPORT (Pa.).

Secretary—CLAUDE HOWARD, c-o Germania Life Ins. Company.

WILMINGTON (Del.).

Secretary—WALTER D. BUSH, Jr., P. O. Box 904.

WILMINGTON (N. C.).

Secretary—MEARES HARRISS, 114 Princess St.

ZANESVILLE (Ohio).

Secretary—CALDWELL H. BROWN, c-o The American Trust & Savings Bank.

Canada.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

CALGARY (Alta.).

President—J. S. RYAN, R. G. Dun & Co., Mercantile Agency, 23 Thomas Block.

Secretary—DOUGLAS C. HOWLAND, Vacuum Cleaners, 105 6th Ave. W.

Luncheons second and fourth Tuesday of each month at 12:30 p. m.

HALIFAX (N. S.).

President—CHAS. J. BURCHELL, Partner McLean, Paton, Burchell & Ralston, Lawyers, Chronicle Bldg. Phone 2428.

Secretary—WALTER P. PARKER, Asst. Mgr. Na. Drug & Chem. Co., Drugs (Wholesale), 14-18 Sackville St. Phone 142.

Luncheons every Tuesday at 1 p. m. at Halifax Hotel. Monthly meetings 1st Tuesday in each month.

HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

HAMILTON (Ont.).

President—RUSSELL T. KELLEY, Gen. Mgr. Hamilton Fire Insurance Co.

Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

MONTREAL (Que.).

President—H. LEROY SHAW, Mgr. Imperial Life Assurance Company, Life Assurance, 112 St. James St.

Secretary—JAS. C. MUNDLE, 405 Dominion Express Bldg.

Club luncheons every Tuesday at 1 p. m. at Coopers Restaurant.

ST. JOHN (N. B.).

President—A. P. ALLINGHAM, Imperial Life Assurance Co., 60 Princess St.

Temporary Secretary—STAN F. JAMIESON, Allison & Thomas, 147 Prince William St. Phone M 1202.

Luncheons every Monday at 1 p. m.

TORONTO (Ont.).

President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 22 Victoria Street.

Honorary Secretary—W. A. PEACE, Imperial Life Assurance Co., 20 Victoria St.

Club Headquarters, Stock Exchange Bldg.

Weekly luncheons, every Friday at 1:10 p. m., Dunning's Hotel, 29 King St. West.

VANCOUVER (B. C.).

President—REV. E. L. PIDGEON, Minister St. Johns Presbyterian Church, 1401 Comox St.

Secretary—W. P. KEARNS, Club Office and Headquarters, Hotel Vancouver. Phone Seymour 9060.

Club Headquarters Room 147 Hotel Vancouver.

Weekly luncheons every Tuesday at 12:30 p. m. at Hotel Vancouver.

VICTORIA (B. C.).

President—FRANK HIGGINS, Barrister & Solicitor, 1118 Langley St.

Secretary—T. J. GOODLAKE, 108 Hibben-Bone Bldg.

Club luncheons every Thursday at 1 p. m. at Westholme Grill.

WINNIPEG (Man.).

President—A. B. CALDER, Alex. Calder & Son, General Steamship and Tourist Agents, 603 Main St.

Secretary—HUBERT T. READE, Hubert Reade & Co., Chartered Accountant, 407 Quebec Bank Bldg. Phone, Garry 4100.

Semi-monthly evening meetings and dinners at Fort Garry Hotel at 6:30 p. m. sharp.

Great Britain and Ireland.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

BELFAST (Ireland).

President—WILLIAM C. GABBEY, Timber Merchant and Joiner Works, 1 Hope St. Phone, Belfast 194.
Secretary—HUGH BOYD, Atkinson & Boyd, Chartered Accountant, 72 High St. Phones, Belfast 2447 and 391.
Luncheons, Monday from one to two p. m., the Grand Central Hotel.

BIRMINGHAM (England).

President—JOHN WEATHERHEAD, United Counties Bank, Ltd., Colmore Row. Phone, Central 2464.
Secretary—F. R. O'SHAUGHNESSY, F. I. C., Analytical Chemist, 42 Temple St.
Luncheon Mondays at 1:15 p. m. at Midland Hotel, New Street. Evening meetings third Monday at 7 p. m.

DUBLIN (Ireland).

President—RICHARD WHITE, Printer, 45 Fleet St. Phone 208 Y.
Hon. Secretary—WM. A. MCCONNELL, The Century Ins. Co., Ltd., 116 Grafton Street. Phone. 2083.
Luncheons Mondays, 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, The Imperial Hotel.

EDINBURGH (Scotland).

President—W. L. SLEIGH, J. P., Motor Engineer, 32, Shandwick Place.
Secretary—THOMAS STEPHENSON, Pharmacist, Editor of "The Prescriber," 6, South Charlotte St. Phone, Central 2387.
Luncheons held every Thursday at 1 o'clock (except first Thursday of month). Monthly meeting, first

Thursday of month at 7 p. m., Carlton Hotel, North Bridge, and Ferguson & Forrester's, Princes Street, on alternate months. No meetings held during August and September.

GLASGOW (Scotland).

President—JOHN WRIGHT, JR, John Wright & Son, Tailor, 130 St. Vincent St. Phone, Central 360.
Interim Secy.—WALTER LAIDLAW, W. P. Laidlaw & Son, Stationer, 92 St. Vincent St. Phone, Central 8893.
Luncheons, Tuesdays at 1:15. Burlington House, 183 Bath Street. Monthly meeting 3rd Tuesday in the month 6:30 p. m. at Ferguson & Forrester's, Buchanan St.

LIVERPOOL (England).

President—GEORGE J. PRATT, Pratt, Ellis & Co., Fishmarket. Phone, 1557 Royal.
Hon. Secretary—W. F. B. OULTON, Dodd & Oulton, Ltd., Brass Founders, 8 Stanley St.
Luncheons every Thursday at 1 p. m. at the Bear's Paw.

LONDON (England).

President—H. N. BOLTON, T. F. Bristow & Co., Ltd., St. James Walk, Clerkenwell, E. C.
Secretary—W. STUART MORROW, 265 Strand, W. C.
Luncheons held at the Salisbury Hotel, Fleet St., every Wednesday (except the second) at 1:15 p. m.

MANCHESTER (England).

President—C. H. MEGSON, A. Megson & Son, Ltd., Cambridge St., Phone, Central 1232.
Hon. Secretary—F. C. KERRIDGE, Insurance Broker, 16 John Dalton St. Phone, Central 1773.
Headquarters, Albion Hotel, Piccadilly.
Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

"SOCIAL INTERCOURSE—THE HARVEST TIME OF THOUGHT AND EXPERIENCE."

IT WAS never intended that man should flock by himself. Prison officials will tell you that the worst punishment that can possibly be inflicted on a man is to place him in solitary confinement.

In order to grow and expand, a man must have social intercourse with his fellows. It is just as necessary to his well-being as food and raiment and sunshine and air.

Many business men in quest of success neglect their social education and thereby impair their usefulness to themselves and society. Man can not get far alone.

It being agreed that social intercourse is necessary to man—meaning the average business or professional man—we come to the question, what kind of social intercourse should he have? If he sows seeds on barren soil he reaps no harvest. If he sows his seed in fertile soil he reaps a rich harvest. So it is with social intercourse. If you associate with mediocre men of small mental calibre you cannot reasonably expect to acquire much mental food, but if you choose for your associates men who are your equal, or better, mentally, and men of experience, you cannot fail to reap a rich harvest of thought and experience.

In the Rotary Club we rub elbows with intelligent men who have devoted the best years of their lives to almost every line of human endeavor—years of serious thought. These men are constantly giving expression to their experiences and they are yours for no greater effort than merely associating with them. Do we appreciate what a grand privilege this is? Would we appreciate it more were we to suddenly wake up and find that it had been taken from us?

Rotarians who do not take advantage of every opportunity to meet with their fellows are suffering an incalculable loss.—F. R. J.



George S. DeRouville
The Stunt of Albany Rotary



SPEAKING of "stunts" which seem nowadays to be of interest to Rotarians everywhere, the Albany Rotary Club has a unique perpetual "stunt" that far outrivals any other single performance yet invented to keep interest in the club thoroughly alive. We refer to no less a "stunt" than that versatile and efficient secretary, Mr. George S. DeRouville, who has filled to the brim the position of secretary since the organization of the Albany Rotary Club and who is elected for life. And let us say right here that the success of any club will depend in good measure upon the intelligence and zeal and the stirring capacity of its secretary. The Albany secretary of Rotary, be it recorded, is infected with Rotary enthusiasm and everybody who comes near him catches it. He was cut out for the job. He is as homely as Abraham Lincoln, as solemn as an owl, and as funny as Mark Twain when he gets started. He manages a big store and sells hats and caps between times for a living, looks like a preacher when in repose and acts like a buzz-saw when he lets loose; and he really belongs by rights on the editorial staff of *Life*. The one "stunts" which George has put across that has contributed more than any other one agency to the wholesome growth and spirit of the Albany Rotary Club has been his never failing weekly letter to the members telling those who missed the last luncheon just what they missed and telling everybody just what is or is not to be expected at the next luncheon. We wish we could lend his irresistible spirit and his genuine infectiousness to Rotary clubs everywhere. We submit a fair sample of what he passes out to the membership every week and display his photograph above in order that other secretaries may look upon the homely lineaments of this gentle genius.

This "dope" was sent in to us by a committee of the Albany Rotary Club who were so insistent upon its publication that we have yielded although it is not our intention to start a gallery of secretarial celebrities and we disclaim all responsibility for anything on this page.—Editor's Note.

ATTENTION!

Special War Bulletin.

General Orders Parle Swanzigovitch.

To All Whom This May Come—GREETINGS:

It having come to our attention that there has arisen in our midst a desire to see how the lucky eight, their wives and sweethearts will appear draped over the boxes on Thursday evening—this proclamation issues—to wit:

A mobilization of the Rotary Troop will take place on Thursday evening of this week at Harmanus Bleecker Hall at the sound of the bugle—8:15 p. m.

PREPARE! Don your uniform—put on your war paint—be present.

That there may be no confusion we have ordered General Edward M. Hart to reserve accommodations in the orchestra-straw for all volunteers who wish to join the colors. Taking a lesson from Mexico, we will allow women to follow the army, so bring the madam—or, if you're a summer bachelor, come anyway.

Phone General Hart—Main 3400—and tell him you want Rotary seats—they're 50 cents each—and he'll lay them aside for you. The play is "READY MONEY." It'll show you some tricks of high finance that'll wise you up some, believe me.

Join the reservists at once.

GEORGE,
Imp.

EXPLANATORY

For the benefit of any who did not attend last Friday—the prize for the best business story was sixteen box seats donated by Edward M. Hart, Manager of Harmanus Bleecker Hall. It was won by Carlos A. Miller—the Carter White Lead Man—representing table number five. The eight at that table decided to attend the performance of "READY MONEY" at the Hall Thursday night. A number of other fellows thought they'd like to go and see that the "Boxers" conducted themselves properly. I therefore arranged with Hart to reserve three or four rows of seats so we could all be in a bunch side by each. Get busy if you want to be in the game. It's a good show—a good company—a good time.

Now.

This week Friday—Ten Eyck as usual. There'll be something doing too.

Yours for peace,
 GEORGE S. DE ROUVILLE,
Secretary.

The House of "Good Will"



Overlooking Central Park.

HOTEL MAJESTIC

NEW YORK CITY

ROTARIAN COPELAND TOWNSEND, Managing Director.

The "House of Good Will" sends its greetings and best wishes to you. It invites you to come here and enjoy its hospitality.

Mr. Townsend has made it the social center of the upper west side. The Soiree and The Dansant in the Grill are delightful. The Sunday night table-d'hôte and the concerts are splendid. Other attractive features constantly interest and entertain.

The hotel is appropriately named the Majestic—it is commodious and palatial, the cuisine and service are unsurpassed and the rates are reasonable.

If your suite faces east the newborn sun over beautiful Central Park wakes you in the morning.

Permanent and transient guests. Rooms \$2.00 per day and up.

Central Park West at 72nd Street, New York.

**International Association
of Rotary Clubs**

Annual Convention

JULY 18-23, 1915

San Francisco

**On Your
"TWO FAIRS for ONE FARE"**

**Trip to this
Convention**

VIA



STOP AT

**The Grand Canyon: It's the
Biggest Thing to See on "The
Santa Fe Way" to California**

**Write for literature and train booklets;
also "TITAN OF CHASMS"**

GEO. T. GUNNIP
General Agent Passenger Department
78 East Jackson Street
CHICAGO, ILL.

(WHAT THE CLUBS ARE DOING)

(Continued from page 96)

They talked with the stenographer about their particular lines. Each man had carefully rehearsed his talk which was limited to three minutes, knew just when to appear, what to say, how to say it, and how to make his "exit." There were some impromptus which provoked laughter. The stunt proved popular with all members of the club.

**OMAHA Plays Daddy to New
Club at Council Bluffs.**

The Omaha Rotary Club has been the inspiration for a new club to spring up in Council Bluffs, and last month fourteen of our members went over to attend the get-together meeting and start the new baby on its Rotary career. The personnel of the prospective members could not have been improved upon, as they represented the cream of the business element in their city. Each of the thirty-one present signed as a charter member.

Clyd C. Lyon, a prominent real estate dealer, was the acting chairman. John P. Tinley, an attorney, delivered an address, expressing the desire for a Rotary Club in Council Bluffs. Our song books were on hand and a great deal of enthusiasm was created by everyone joining in the singing of familiar popular songs. President Harry Weller talked to them like a father. He said repeatedly: "It is quality, gentlemen, that you want in your club, more than quantity."

Omaha's latest achievement has been the erection by public subscription of a new hotel at a cost of \$1,250,000, many Omaha Rotarians being stockholders. Our club had the honor of celebrating its tenth anniversary by giving the first banquet by an outside organization in this beautiful new hostelry, the Hotel Fontenelle. We found this one of the occasions when we could not get along without the ladies.

**OTTAWA Interested in Civic Im-
provement Affairs.**

With many things ahead of us that tend toward a better Ottawa, our meetings, aside from the set program always contain much of interest along the lines of civic improvement.

February 16 at an evening dinner Prof. Kingman gave us a very thorough description of the new \$250,000.00 High School to be built this spring.

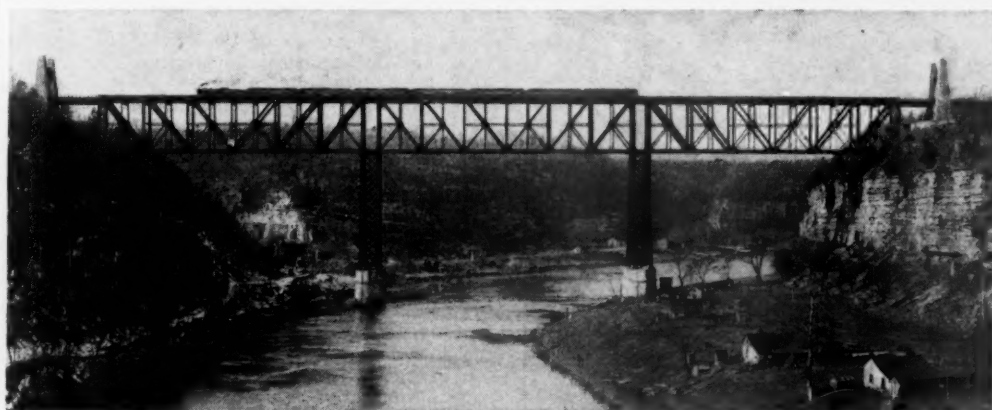
Though the Houston convention came before our day in Rotary we were greatly pleased to go over the ground in "Film Land" with a live crowd from Toledo. Our club were guests of B. S. Jordan of the Orpheum Theatre to see the moving pictures of the convention and of industrial Toledo. We like your motto, Toledo.

March 4 we held a "Safety First" gathering and invited over sixty citizens outside of our club to hear Peter Hoffman, Coroner of Cook County, give an interesting explanation of what the Safety Commission is doing.

Our members who attended the tenth anniversary meeting in Chicago report a real Rotary time, their only regret being that every one of their brother Rotarians was not on hand for the treat.

**PALESTINE Club Is Too Big
for Its Luncheon Quarters.**

No more new members are being taken in
(Continued on page 102)



(Enroute to Cincinnati over Cincinnati Southern (Queen & Crescent) which is the property of Cincinnati. Crossing High Bridge over the Kentucky river.)

All Roads Lead to—

The city that lies at the very heart of the modern Empire of American Business, the terminus for 200,000 miles of first-class railways, the center of art and industry, of music and culture, of finance and education, of material progress and idealistic influence for the Middle West—

CINCINNATI

"Central Convention City"

No matter where you live, you can come to Cincinnati in short time and at little expense, traveling in luxurious comfort and enjoying every hour of your journey. No matter what line of business you are interested in or what profession you pursue, you will find inspiration and profit in your visit to the "Athens of the West."

Cincinnati entertains on an average, at least one great convention every week. She has the facilities for combining pleasure and profit for all her guests. But she is preparing with particular foresight to make the visit of the Rotarians in 1916 an occasion that will live long in the annals of Rotary because of the unusual mingling of entertainment and business advancement it will embody.

We solicit the support of all Rotarians in our efforts to bring this convention to our city.

The Cincinnati Rotary Club
The Cincinnati Chamber of Commerce



Simply sign and mail coupon below, or if you prefer, drop a postal asking for Book No. 142, and you will receive free, a profusely illustrated 64-page booklet containing valuable information about hotel and restaurant rates, Exposition admission fees and railroad and Pullman fares. Outlines how to vary your trip by going over one line and returning over another, thereby gaining the most comprehensive idea of the West; describes many free side trips enroute, as well as stop-over points of particular interest; tells how to see both Expositions and practically the whole State of California for a single Exposition fare; in fact, it is a Guide book giving just the information required to form complete plans for your Western tour and at a vast saving in cost. You know beforehand just what the trip will cost. Begin laying your plans now.

Get this Book today—It's free.

MAIL THIS COUPON.

Gerrit Fort, P. T. M.
Union Pacific Railroad Co.
Omaha, Nebraska.

I would be glad to receive free your illustrated "California Exposition Book" No. 142, and other information of assistance in planning a California trip.

Name

Address

The "Rotary" cigar is sold on all Union Pacific dining cars.

(WHAT THE CLUBS ARE DOING)

(Continued from page 100)

because the dining room available for luncheons will not accommodate a larger club. The big new hotel, The Redlands, is expected to be finished and ready for occupancy in a few weeks under the management of Rotarian Schubert and then the club will open up with full steam again.

Recently the club entertained five prominent attorneys of the city who represented the city and county in an important litigation.

One of the members had a birthday thrust on him and the entire local membership wrote him birthday letters. He got seven sacks full of advice, a basket full of good wishes and a wagon load of knocks. But he came back by sending each member a large capsule inclosing advice on how to hitch each birthday to the same post and stay young, though married. Another birthday letter stunt is to be pulled off right away, and we are all wondering what this brother will pass back.

PEORIANS Are Helping to Organize Club in Bloomington.

Plans are being laid for a splendid new Rotary club in Bloomington and the Peoria Club is taking pleasure in helping the cause along.

The report of the committee that visited Chicago for the conference was enthusiastically received. The delegation received great benefit from the meeting and sufficient enthusiasm to bring home a goodly share.

We have had instructive and entertaining business talks on friendship in the shop, street railway systems, paints and varnishes, automobiles, and the telegraph. Secretary Langtry of the American Bowling Congress, which will hold a three weeks' meeting here, tried to make bowlers of us all by telling us what a good thing for a man the game is.

PHILADELPHIA Very Busy Entertaining Conference.

There were three hundred and twenty-four visiting Rotarians at the Conclave, Feb. 23, including seventy-three ladies; two hundred and thirty-one Philadelphia Rotarians, including the Ladies' Committee of eleven. The total attendance, therefore, was five hundred and fifty-five.

Eighteen affiliated Clubs were represented and six un-affiliated. There were fifteen Presidents present, eleven secretaries and seventy-six members of Club Committees.

The highest registrations exclusive of ladies were: Camden, 39, Trenton, 31, Baltimore, 30, Reading, 30, New York, 26, Syracuse, 12. Wilmington, the youngest un-affiliated club, sent twenty Rotarians.

There were only 24 who had attended a National or International Convention. This, in itself, is a justification of the idea advanced at the Houston Convention by International Vice-President Berlet that Divisional Conferences or Conclaves would make it possible for many Rotarians to get together who were unable to journey long distances to attend International Conventions.

The evening session was presided over by President Guy Gundaker, and a very fine paper on the Decennial of Rotary was read by former International President Glenn C. Mead.

(Continued on page 104)

SEE YELLOWSTONE THIS SUMMER

Read Salt Lake's Message and Write H. H. Hays, 25 W. South Temple St., Salt Lake City, Utah

Salt Lake City, Utah, Dec. 9th, 1914.

To Whom It May Concern:

At the Regular Monthly Meeting of the Salt Lake Rotary Club, (The Best on Earth), held at the Utah Hotel, (The Best in the United States) on the evening of December 1st, 1914, it was brought to the attention of the members present that one, Howard Hays, the only Yellowstone Rotarian, (any more like him would be too much for any community) had started an advertising campaign to promote what is known as the "Wylie Way" or "Nature's Trip Through the Yellowstone National Park", and it was deemed wise to let the world know what we Rotarians thought of the "Wylie Way" Hays, and his "Wylie Way."

Therefore, be it known that the Rotarians of Salt Lake City, representing as they do, approximately one hundred and fifty of the most prominent and active business men of the City, heartily endorse the said Howard Hays and his "Wylie Way", and that we heartily recommend to all the Rotarians of the Country, who are anticipating a trip to San Francisco in 1915 and 1916, that they arrange with "Wylie Way Hays" for a trip through Yellowstone Park with a stop-off either going or coming, or coming and going at the ONLY "Salt Lake".

But getting down to hard facts, you can depend upon Howard Hays as you would depend upon yourself.

Yours for the good of the "Other Fellow"



F. C. Richmond
President F. C. Richmond Machinery Co.

Max M. Weil
President Weil Jewelry Co.

Geo. Lambert
Manager Lambert Paper Co.

SPECIAL COMMITTEE SALT LAKE ROTARY CLUB.



Vote Early— and as often as you like!

Use this ticket if you will—the 'leven little leathersmiths will be veriglad to have you do this—if any of these things are of interest to you—mark an X wherever it'll do the most good—thank you!

BUSINESS GIFTS

- | | |
|---|--------------------------|
| For Sales Conventions | <input type="checkbox"/> |
| For Trade Gatherings | <input type="checkbox"/> |
| For Christmas Remembrances | <input type="checkbox"/> |
| For Rotary events, inc. Ladies Night and emphasize it | <input type="checkbox"/> |

PREMIUMS OR BONUSES

- | | |
|----------------------|--------------------------|
| For Salesmen | <input type="checkbox"/> |
| For Dealers | <input type="checkbox"/> |
| For Retail Customers | <input type="checkbox"/> |

Suitable for Men ☐ For Women ☐

Date to submit Samples _____

Approximate No. of Pieces Needed _____

Approximate Price Per Each
(Please do not overlook this) _____

Signs ☐ Catalog Covers ☐

Anything else you may have on your mind _____

Sign here and then mail your vote to the 'leven _____

(Tommy Tompsett & Tomphillips are going to count the votes—they've promised me that the 'leven'll win by a long majority. Come on in on the winning side!)

Yours right cheerily,

Chas. Happy Gallaman
ROTARIANSMITH

for THE LEATHERSMITH SHOPS,
1033 Race Street, Philadelphia, U. S. A.



Vote also to go to San Francisco—they're fussing up for you out there now.



(WHAT THE CLUBS ARE DOING)

(Continued from page 102)

The afternoon session was presided over by International Vice-President Berlet, and papers were read by Sam Cook, President, Syracuse Club; H. B. Simons, Secretary, Worcester Club; Stewart C. McFarland, of the Pittsburgh Club; William Essick, President, Harrisburg Club; and Ralph D. Baker, Past President, Camden Club.

PHOENIX Has Friend of Lincoln as Guest.

Phoenix Rotarians listened to an able eulogy of Abraham Lincoln on the anniversary of his birth from George W. Barrows, who was personally known to the President. It was by far the best piece of oratory yet delivered before the club and a fitting topic for the day.

The tenth anniversary of Rotary was celebrated February 19 by an exclusively Rotarian program. The following topics and others of like nature were discussed in three-minute talks by different speakers: "What Has Rotary Done for You," "What Have You Done for Rotary," "Your Opinion of the Rotary Movement," "What Is the Use of Rotary," "What Makes Rotary a Leader," "What Is the Secret of the Attendance at Rotary Luncheons," "What Reason Have You for Thinking You Are a Good Rotarian."

At the first meeting of the month each member of the club was given a sheet of the club letter paper and requested to write to some member of another club anywhere. We have not had any of the replies read at luncheon so far, but know of several who have written and received answers from other clubs and expect to hear some interesting letters at a future luncheon.

If you are going to the expositions don't forget to stop over and see us. We are expecting to send a pretty good delegation to the convention at San Francisco, but there will be a few left who will be glad to show you around.

PITTSBURGH Products Show Proves Acquaintance Maker.

Pittsburgh Rotary Club held a very profitable and interesting Products show in the Fort Pitt Hotel on March 10. Space was apportioned among the members for the exhibit of their products. This was a splendid means of acquainting the members with each other's business. Space had to be confined to five feet to each member, but this was found to be sufficient in most cases.

President Duffus and a number of members went to Wheeling and assisted in the organization of a Rotary Club in that city.

The Club spent a very interesting evening recently at the Carnegie Institute of Technology. The entire membership was invited to dine in the Community Dining Hall at the Institute and were afterwards shown over the various buildings and activities of the Institute, after which a specially prepared play by the students was given.

Pittsburgh Rotary is formulating a program to promote a number of civic activities which have heretofore been somewhat neglected simply because it was nobody's business to attend to them.

READING Club Gives a Play-ground Luncheon.

Reading Rotarians have decided that any play-
(Continued on page 106)



3,000
ENGRAVED, GUMMED
SHIPPING LABELS
\$ 5.00
THIS SIZE

For _____

FROM
FENTON LABEL COMPANY.
GUMMED LABELS, ADVERTISING STICKERS
9TH & THOMPSON STS. PHILA., PA.

Printed with Red or Blue background.
Any wording, design, trademark, monogram, etc.,
you desire, showing in White.

Send your order or request for sketch today.

FENTON LABEL CO.

9th & THOMPSON STS.

PHILADELPHIA, PA.

E. MINER FENTON, PRESIDENT.

MEMBER PHILADELPHIA ROTARY CLUB



**Have You Placed Your
Weekly Standing Order for**



"Made with
a Mother's
Care"

Allie Williams
CANDIES
To be sent Postpaid
to Wife, Mother or
Sweetheart?

A Wheeling, W. Va., Rotarian writes:
"Everyone who has tasted it says it is
the best candy he ever ate."

SAMPLE BOX FREE

Write today, enclosing 10c for postage
and packing and we will send you sample
box shown below. Then you'll know
whether you want some regularly. Ask
about our weekly standing order plan.

Dealers Wanted Everywhere

WILLIAMS CANDY COMPANY

Toledo,

Ohio



(WHAT THE CLUBS ARE DOING)

(Continued from page 104)

ground association is a civic asset whose value cannot be calculated in just so many dollars, and deserves the support of all public-spirited men. Believing the business men of Reading have been so much engaged in their various activities that they have given little attention to playground matters the Rotary Club had a playground luncheon March 3. Wellington M. Bertolet, President of the Reading Playground Association, gave a short talk on "Playgrounds." The result is an active interest among Rotarians in this subject.

**RICHMOND Celebrates Tenth
Birthday With Banquet.**

February 23 Richmond Rotary Club held their annual "Ladies' Nite" banquet. Three hundred guests attended this brilliant affair, which was held in the auditorium of the Jefferson Hotel and Rotarians, their wives, daughters and sweethearts were seated about the banquet tables. The event marked an epoch in the history of Richmond Rotary. Dr. E. N. Calish proposed the toast on "Woman's Influence in Rotary" and paid high tribute to woman. Handsome souvenirs, the gift of Richmond firms represented in the Club, were heaped upon the fair guests.

The aftermath of the very successful big brother's meeting, when each member brought a poor boy to luncheon, has brought a number of appreciative letters from their young guests, the receipt of which has made the club members feel more thankful that they thought of trying to give the "kids" a good time.

**ROCHESTER Adding New Mem-
bers at Rapid Rate.**

The new administration had only been in office about a month when membership was increased from 135 to 175 and new members are being secured at the average rate of ten per week. The object is to get at least one representative of every line of business into the Club at once and it is expected that this will bring the membership up to 250 in a very short time. The average weekly attendance has jumped from 60 to 110.

On February 15, Rotarian W. F. Schweiger talked on selling experiences and a very interesting discussion followed.

On February 23, the record attendance to date was established—121 present. An interesting address on salesmanship was made by Loyal S. Wright. President O'Hea introduced a new method of getting members acquainted. Cards were marked, one set being consecutively numbered and the other lettered in alphabetical order. These were given out promiscuously among those present, then during luncheon the President asked the members having 1 and A to stand and requested each to state the name and the business of the other man. This was continued by the next, taking 2 and B, etc., until several were called.

On March 2, Rotarian E. P. Crocker described very interestingly "One Way of Handling Salesmen."

March 25 is the date for the annual banquet at Hotel Seneca.

(Continued on page 111)

The Army of the Simple Truth

UP through the winding passes of "old fashioned business," meeting Ignorance with Information, matching Truth against Deceit, a great Army is marching—The Army of the Simple Truth!

That Army is more commonly called The Associated Advertising Clubs of the World. Its ranks are filled with splendid men—untiring, determined men—men of enthusiasm—men whose hearts are in this battle for Better Things!

Once a month these men look for new courage in the accomplishments of other men as narrated in the columns of Associated Advertising. It is their own magazine and is helping to fight their battles.

Those who would like to join this Army of the Simple Truth need to read Associated Advertising.

ASSOCIATED ADVERTISING

Published by the
ASSOCIATED ADVERTISING CLUBS
OF THE WORLD

At Indianapolis, Ind.

P. S. Florea, Business Manager
Indianapolis

F. E. Morrison
Advertising Manager

1133 Broadway,
New York

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P. S. Florea
Indianapolis.

Please let me
see a sample copy of
ASSOCIATED
ADVERTISING.

Name

Street

City State

Within this Magic Circle

Is a
Market of 90,000
People—Men, Women
and Children

Taking five as the average of each family, the 18,000 circulation of THE ROTARIAN represents 90,000 buyers and users of commodities of every description—food, raiment and luxuries.

A majority of our subscribers take THE ROTARIAN home so their families can read it. It is both an office and a home Magazine.

Included in the 90,000 people are 18,000 Executives and Professional men, all keen for the latest and best in labor-saving and efficiency-producing devices and equipment.

***Ask Your
Advertising Manager or Agency
To Investigate This Market***

THE ROTARIAN,
910 Michigan Ave.,
Chicago.

....., 1915.

Send us your advertising rates and full particulars regarding THE ROTARIAN as an advertising medium.

Name, Town

If You Worry
READ

Pep

By
Col. W. C. Hunter

"Pep"
has helped many.
It will help you.
Scores of
Rotarians have
endorsed "Pep."

Rotarian dealers are
recommending "Pep."

Buy a copy of your
dealer, or send \$1.00
to the publishers, Reilly
& Britton, 1006 Michigan
Ave., Chicago.



The Way to California's Expositions

LOS ANGELES LIMITED

Via Northwestern and Union Pacific

THE PACIFIC LIMITED

Via C. M. & St. P. and Union Pacific

THROUGH SALT LAKE CITY

Through Solid Trains, Chicago to Los Angeles
in Less Than Three Days.

Ask any Ticket Agent for Information.

Rotarian T. C. PECK, Gen'l Passr. Agent.

Arizona's Most Unique Product

Donofrio's CRYSTALLIZED Candy

Made from the wild Cactus Plant of the Arizona Desert

DONOFRIO CONFECTIONERY CO.

ROTARIANS

PHOENIX, ARIZONA

Send us One Dollar and a box of this delicious confection will
be sent to you, postage prepaid. Safe arrival guaranteed



and get Prompt Service, Low Prices,
Satisfaction.

| | |
|-------------------|-----------------------|
| Buckram | Webbing |
| Mohair | Strain Straps |
| Enameled and | Top Materials |
| Rubber Muslins | (colors to match) |
| Drills and | Flaxene |
| Ducks | Burlap |
| Carpets | Transparent Celluloid |
| Fibre Cord | Wadding |
| Imitation Leather | Cushion Canvas |
| Bow Lining | Etc. |

Write for samples and prices.

THE LANDERS BROS. CO.

Dept. R4,

Toledo, Ohio



—as Rotarians
we think of the
"mind ease" and
"body comfort"
which is yours
when wearing

Superior
THE PERFECT UNION SUIT

and there's a Superior for every Rotarian,
purse, purpose and person. De Luxe Style
Book—containing fabric samples—free on
request.

The Superior Underwear Co., Piqua, O.
Makers of the Active Man's Underwear

"C & C"
(Cantrell & Cochrane)
Ginger Ale

The
Champagne
of Ireland



Over fifteen centuries ago St. Patrick's Well in
Dublin was famous throughout Ireland.
To-day the waters of this historic well are drunk
the world over in "C & C" Ginger Ale.
"C & C" has the life, the sparkle, the delicious
crispness of champagne, without the fire.
See that you have "C & C" at the Club weekly
luncheon and the monthly dinner and order in a
dozen of "C & C" for your home.

Made by CANTRELL & COCHRANE, LTD.

(Established 1852.)

There's

Only

One

La Fama

You

Will

Like

La Fama

DELIGHTFUL DELICIOUS DAINTIES

La Fama Chocolates are made under the most sanitary conditions and the ingredients used are the best and purest obtainable, consisting of **cow's cream**, **country butter** and **hand picked Pecans**, all dipped in **delicious milk chocolate**.

We are honest in our belief that better candy cannot be made, and this is the opinion of everybody who eats it. Will you let us send a box of **La Fama Chocolates** to you?

PACKED IN ONE
POUND BOXES AT
\$1.00 POSTPAID

MADE BY
JOHNSON'S
SIOUX CITY, IA.

DEALERS, WRITE
FOR OUR
PROPOSITION

"Cold" Facts

**By The Man Who
Forgot His Rubbers**

"Forgot my rubbers last evening—
got wet feet—caught a cold—head
'stuffed up' all night; throat dry.
Same condition this morning, *until*
I bought a box of Luden's."



LUDEN'S Menthol Candy
Cough Drops

"Give Quick Relief"

from coughs, colds and throat irritations. Especially beneficial to
lecturers—salespeople—singers. Luden's ease the throat and aid
the voice.

"Luden's Have A Hundred Uses"



Sold everywhere—
stores, shops, stands—
in the yellow box at

5¢

WM. H. LUDEN, Mfg. Confectioner, Reading, Pa.

(WHAT THE CLUBS ARE DOING)

(Continued from page 106)

ROME Busy Rotarily Though It Is "Smallest Rotary City."

The Rotary Club of Rome, coming before Rotarian readers for the first time under the "Two Minute Report" column, reviews its life with some pride, briefly told as follows:

Organized by V. P. Shelby, August, 1914, the smallest city in the world with a Rotary Club, starting with charter membership of 22 and growing in six months to a membership of 66, the Rome Club boasts of an average attendance of 80% at its meetings, and holds luncheons three times and dinners once each month.

The Rome club's activities have included lunch with the famous Martha Berry School, dinner with Shorter College, Barbecues, and delightful Ladies Night entertainments.

In a business way, the Club has aided in two decisive elections for bonds, boosted Rome Day during Fairs in neighboring towns, made possible the purchase of a city athletic park which has been named "Rotary Park," entertained prominent visitors to the City, and in other ways been of assistance to the Chamber of Commerce,—with which Rome Rotary co-operates on a most friendly basis.

The most recent activity of the club was its visit to the Rotary Club of Atlanta.

SACRAMENTO Rotarians Help Open the Exposition.

A Rotary special carried the members of the Sacramento Club to San Francisco to aid in the opening of the Exposition. They are getting into the habit of going to San Francisco so they will know the way when convention time comes.

ST. JOHN Goes to Halifax to Celebrate Rotary Decennial.

Twenty-three working Rotarians of the St. John Club hauled into Halifax on the morning of February 23rd after a night's travel in a special sleeper to celebrate with the Halifax brethren the tenth anniversary of the founding of Rotary. They were met at the station by a delegation from the Halifax Club and escorted to the Halifax Hotel—a Rotarian hostelry—in a specially decorated street car wearing welcoming banners.

The morning was spent in viewing the city, which was greatly enjoyed as the air was crisp and the weather highly typical of St. John—bright and clear and not a cloud in the sky! The afternoon was spent in bringing to the front the ability of the St. John bowlers, and the banquet at night at the Halifax at which about 185 persons were present will live long in the minds of all present as successful in every way. The program prepared by the Halifax boys was a winner and there was not a dull moment in the four hours' time occupied by the banquet.

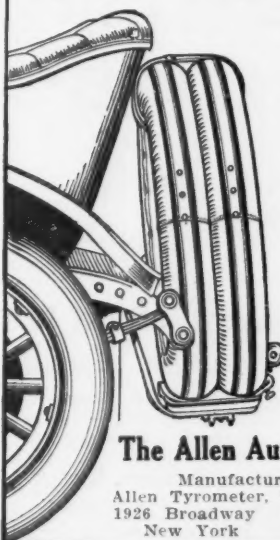
One of the events of the evening was the presentation by President Allingham of the St. John Club of a suitably engraved silver shield on behalf of the St. John boys to the Halifax Club as a token of esteem and as an expression of inter-city friendship.

ST. JOSEPH Wants Visitors to Convention to Stop Over.

The annual meeting was held at the Hotel
(Continued on page 113)

The ALLEN TIRE CASE

has long demonstrated its superiority as a protection for spare shoes. The deteriorating effects of sunlight, water and oil are



completely avoided when the Allen Tire Case covers the spare shoe. Perfect in fit, yet easily buttons on, and is made of finest quality enamel duck, colors to suit the individual owner.

Made in all sizes and for all style demountable rims and wire wheels. Prices, \$3.00 and up.

At Your Dealers!

The Allen Auto Specialty Co.

Manufacturers, also, of the
Allen Tyrometer, Tire Pressure Gauge.
1926 Broadway 1627 Michigan Ave.,
New York Chicago

Stick a

Rotary Poster Stamp

on All Your Letters
and Packages

LITHOGRAPHED

in

Gold,

Orange

and

Blue



PRICES:

| | |
|-----------------------|-------------------------|
| 1000 . . . \$3.50 | 5000 . . . \$2.85 per M |
| 3000 . . . 3.00 per M | 10000 . . . 2.65 per M |

LUTZ & SHEINKMAN, Inc.,
LITHOGRAPHERS

222-242 William St. NEW YORK CITY
Mention THE ROTARIAN

Oriental Rugs

We send RUGS on approval to Rotarians anywhere in the U. S.

Special \$17.50

Suitable for Gifts. Beloochistans and Mosu Rugs, sizes about 3 x 5

CORRESPONDENCE SOLICITED

DAVIS & NAHIKIAN
ROTARIANS

378 Woodward Avenue
DETROIT

201-03 South 13th Street
PHILADELPHIA

The Hotel Adelphia

CHESTNUT AND THIRTEENTH STS.
PHILADELPHIA

ABSOLUTELY FIRE PROOF

The newest and most complete hotel.
400 Sleeping Rooms.

Restaurant, Roof Garden and Grill maintained to the highest degree of efficiency and attractiveness.

Convention Hall, Ball Room and Banquet Rooms specially adapted for large and important business assemblages and social functions.

RATES

Sleeping Room, with Bath, one occupant,
\$2.50 to \$5 per day.

Sleeping Room, with Bath, two occupants,
\$4 to \$8 per day.

Suite \$10 to \$15 per day.

Display Room, with Bath, \$8 to \$6 per day.

THE ROTARY HOTEL



Reg. U. S.
Pat. Off.

**Largest works of the
Kind in the World**

50 ACRES—58 BUILDINGS—
8,000 EMPLOYEES.

The result of worldwide appreciation

Henry Disston & Sons, Inc.

Keystone Saw, Tool, Steel & File Works
PHILADELPHIA, U. S. A.

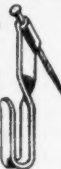
MOORE PUSH-PINS



No. 1

Glass
Head

Moore Push-less Hangers
Simplify Picture-Hanging



When you want to beautify your home with wall decorations be sure to ask your Rotarian Stationery, Hardware or Photo Supply dealer for Moore Push Products. 10 cents.

MOORE PUSH-PIN CO., Philadelphia, Pa.

Royal Electrotpe Co.

PHILADELPHIA

Solicits orders for 100% Royal Quality Electrotypes from Half-tone originals, either for one color or process color printing.

MacDonald & Campbell

Men's Clothing, Haberdashery, Automobile Apparel.

1334-36 Chestnut Street
PHILADELPHIA

Peirce School

*America's Foremost
Business School*

917-19 Chestnut St., Phila.

Theo. F. Siefert

Furs of the Better Grade

1426 Walnut Street
PHILADELPHIA

(THIRD CITY IN U. S. A.)

*Shoe Headquarters for Ro-
tarians in Philadelphia*

GEUTING'S

(Pronounced Gyting)

1230 Market Street and 19 South 11th Street

CRANE'S
ICE CREAM
SPEAKS FOR ITSELF
PHILADELPHIA

*(WHAT THE CLUBS ARE DOING)**(Continued from page 111)*

Robidoux, February 23, and began with a banquet. A very democratic election took place, followed by the installation of the new officers. The National Convention at San Francisco was discussed and request was made that names of those expecting to attend be turned in to the Secretary. The Saint Joseph Rotary Club extends a very hearty invitation to all Rotarians and friends to visit this city en route to or from the West. You will find a most cordial welcome awaiting you. If it is possible to notify in advance of the date of arrival, a delegation will meet you at the station and we will put forth our best efforts to make you enjoy your stay in our city, be it long or short.

ST. LOUIS Manufacturers Exhibit Is Success.

We held our first Manufacturers Exhibit, Thursday, March 4. Our attendance was far better than the attendance at the Office Appliance Show held a month ago. The big south dining room at the Planters Hotel was well filled with visitors. The enthusiasm and interest displayed at this show was far beyond anything we have ever had. There were about 39 exhibitors.

The club voted to hold another show at our next monthly night meeting, which will be devoted to wholesalers and retailers.

These shows have proved to be a splendid method of acquainting our members with the other fellow's business. There are no expenses connected with these displays other than that of setting up the exhibit.

ST. PAUL Busy Preparing for Convention Trip.

The committee report on the Chicago Conference of the Central Division held February 22 in Chicago was submitted at the regular meeting of the Club on the day following. At the same time the report of the Round Table meeting of the Northwestern Rotary Clubs which took place in Minneapolis preceding the trip to Chicago was read and the resolutions there passed adopted by the St. Paul Rotary Club. Good work was accomplished at both meetings.

The committee having in charge the trip to the convention of the International Association of Rotary Clubs at 'Frisco July 19-21 are holding meetings weekly and perfecting plans for a most interesting and profitable journey. The Special Rotary train will leave St. Paul over the Great Northern Railway, July 8, at 10:30 a. m. Short stopovers will be made at many points so that an opportunity will be had to see the principal towns en route. A two-day journey will be taken through Glacier National Park, one of the scenic wonders of the continent. From Portland the steamer Great Northern can be taken to San Francisco, arriving July 18. The total cost of the round trip from St. Paul, including meals and berth on the going trip, will be but \$130. Not only are all Rotarians welcome, but their friends and families as well. This Rotary Special will afford a rare opportunity to all contemplating a visit to the Panama-Pacific Exposition.

(Continued on page 114)

Kno^{the} Belts



They Look Better
They Last Longer
Than Other Kinds

Kno^{the} Belts



From the lowest to
the highest priced
belts, one feature
always prevails—
intrinsic value.

Knothe Brothers, Inc.

ROTARIANS

122-124 Fifth Avenue, NEW YORK

You Lose Money Every Day

if you give away or burn up waste paper. It's worth 30c to \$1.00 a hundred and there's always a ready market. Bale your waste with the

ALL STEEL
Schick
FIREPROOF

Paper Baler

the simplest, strongest, easiest to operate of all paper balers. All steel—absolutely fireproof. Good for a life-time and will **earn money and save money** for you every day. Write for low factory prices and our liberal

Free 10 Day Trial

proposition. It doesn't cost you anything to find out what a Schick Baler will do for you. We assume the risk of a free 10-day trial, giving you an opportunity to satisfy yourself that the Schick is a money-making proposition for you. Write today for Catalog R and full information.

DAVENPORT MFG. CO., Davenport, Iowa



Artesian Irrigated Lands at Dry Land Prices \$10 to \$100 An Acre

ANDERSON, OWEN & HENDERSON

615 Trust and Savings Bldg.
Los Angeles, Cal.



Lands for Early Figs, Peaches, Apricots, Almonds, Cantaloupes, Alfalfa (7 crops), Cotton and every product of the Sub-Tropic Southwest.

(WHAT THE CLUBS ARE DOING)

(Continued from page 113)

SAN ANTONIO Joined by Two Clubs in Anniversary Celebration.

More than three hundred Rotarians of the San Antonio, Austin and Corpus Christi Clubs joined hands in observing the tenth anniversary of Rotary, the very interesting and enthusiastic meeting ending with a banquet at the St. Anthony Hotel. Among the prominent guests were Governor James E. Ferguson of Texas, Major-General Frederick Funston, the Mayors of the three cities and members of the Governor's personal staff. The Governor and "Fighting Fred" responded briefly to requests for "a few words," and as it was the first public appearance of General Funston since he took over the affairs of the Southern Department of the Army the Rotarians did their best to make him feel that his welcome was unstinted. He made a great hit when he said: "When I returned to the United States about a year ago from the Hawaii Islands I did not know but what Rotary was a dodge to get around the prohibition laws but I am now more familiar with the ideals for which the organization stands and I am happy indeed to be here."

A bale of cotton was wheeled in and auctioned by J. B. Hooker, the price being run up to \$125.00. As soon as it was "knocked down" the top of the bale swung back and a pretty girl appeared from the inside.

In the afternoon the Rotarians had a street parade, the San Antonio members meeting the visitors from Austin and Corpus Christi and escorting them through the city.

If all of these "features" had been absent the celebration would have gone off with a snap for the Rotary spirit was in the air. Everyone who took part felt a greater appreciation for Rotary.

SAN DIEGO Divides Club Members into Companies.

Secretary Bell has divided the club into groups of ten with a captain for each group. When quick action is needed to get in touch with all the members the Secretary gives the message to the group captains and they are held responsible for passing the word along personally to all members in their groups. The telephone is used wherever possible by the captains or a note if the message cannot be delivered in person.

SHREVEPORT Club Starts City Beautiful Campaign.

Our Club has adopted this program for the year's work; THE CITY BEAUTIFUL PLAN. The suggestion was made by Rotarian O. A. Wright and was unanimously carried. Committees were appointed, funds collected and in a few days the plan will be in full swing. We expect this to be the one big thing, and ere the year is over the people will be proud of the fact that such a thing as the Rotary Club is in their midst.

We had a talk by Rotarian J. B. Babb, on "Why is the Chamber of Commerce?" and by Rotarian W. H. Sagsteter, Master Mechanic of the Kansas City Southern Railway, on "Railroads."

The event of the year was "Ladies' Night," celebrating the first anniversary of Rotary in Shreveport, and the tenth of International Rotary.

(Continued on page 116)



Janssen wants to see you

Rotarian Headquarters at the


Famous

Hofbräuhaus

Broadway and Thirtieth St.

New York


Greatest Restaurant in America



SOMEWHAT CUT UP, BUT STILL

The Longest in the Business

TOM PHILLIPS
ROTARIAN



LANTERN SLIDES
FOR ADVERTISING

5100 South State Street
CHICAGO, U. S. A.

Growth

| | Capital & Surplus | Deposits | Total Assets |
|--------------|-------------------|--------------|--------------|
| Jan. 1, 1908 | \$1,054,000 | \$ 2,424,000 | \$ 3,498,000 |
| Jan. 1, 1912 | 1,134,000 | 5,150,000 | 6,308,000 |
| Jan. 1, 1915 | 2,390,000 | 16,213,000 | 18,681,000 |



Broadway Trust Company

Woolworth Building

NEW YORK

"Dream Sticks"

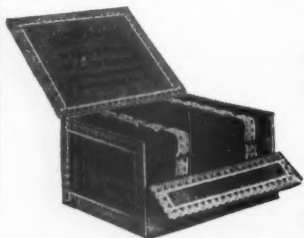
THAT'S WHAT THEY ARE

and Geo. Colton, that fellow what runs the Auto Tire Company in San Diego, Calif., hit it right when in ordering fifty "Factory Smokers" 5c Segar, simply sent me his card, his check and wrote, "send me 50 of your DREAM STICKS."

So send me your check, \$2.50 for 50, \$5.00 for 100, and I'll mail you some "DREAM STICKS," too.

Will Sharples
Rotarian

527 Walnut St., McKeesport, Pa.



This is
A Box of 100
De Coursey's
Pittsburgh
Stogies

"Some Smoke"

"Do your smoking now instead of hereafter"
100 in Box, \$2.00—50 in Box, \$1.00
Charges Paid

-Here is Another Good Bet-

De Coursey's "LITTLE HAVANA"
CIGARS, "PANETELA" Shape

50 in Box, \$2.00—Charges Paid

CLEAR IMPORTED HAVANA FILLER
(Signed affidavit in each box to this effect)

Wrapper is Connecticut Shade Grown
Leaf—5 1/4 in. long—Each cigar banded.

Profit-Sharing Certificate in each Box.

Fine Smoke—"Kick in," Fellows.

Address:

W. L. DeCoursey (Rotarian)
705 Columbia Bank Building
PITTSBURGH, PA.

Made by

Duquesne Cigar Co. (Rotarian)
Factory No. 1, 23rd District, Pa.
PITTSBURGH, PA.

(WHAT THE CLUBS ARE DOING)

(Continued from page 114)

The attendance was 136, of whom 60 were ladies. President Sam W. Mason referred to the activities of the club during the year, and the many things accomplished. Credit was given J. B. Yauger for having organized it. The other speeches made were: "Rotarian Inspirers—Our Guests," by J. D. Wilkerson; "The Dawning Year," by A. J. Frantz; "Evolution of Rotary," by J. G. Gredler; and "As Others See Us," by Lieutenant-Governor Barrett.

This was the most successful affair we have ever pulled off.

SIOUX CITY Members Take Active Interest in Schools.

The Club members were guests of the Board of Education at a dinner in the high school auditorium, the menu being the regular one provided for pupils of the school at 5 cents "a helping." The purpose was to allow the Rotarians an opportunity to become better acquainted with school problems and investigate the school plant. Superintendent Clark and several members of the teaching faculty made short talks on education and after dinner the Rotarians were personally conducted through the building with school pupils acting as guides. Principal J. S. McCowan told the Rotarians that the pupils received more good from listening to the lectures of the merchants' short course the previous month than from twice as much time spent in the class rooms.

SOUTH BEND Rotarians Give Successful Guest Dinner.

With International President Mulholland as the guest of honor the South Bend Club gave a very successful guest dinner March 3 to which members were permitted to bring friends. In spite of the unavoidable absence of President Tompsett of the St. Louis Club, he was presented by proxy with a bright red wagon tongue of full size bearing the inscription "Studebaker Tongue, Presented to J. M. Tompsett of St. Louis by the South Bend Rotary Club." President Mulholland accepted the present on behalf of Mt. Tompsett and his address was received enthusiastically. At the conclusion of his talk he was escorted from the room and returned presently seated in a Studebaker Junior wagon which was pulled about the room by Vice-President Knoblock and Secretary Bonds with the Rotarians following in single file. During this performance a newsboy ran into the room with extra Rotary editions of the *South Bend Tribune*. The wagon tongue was given by Col. Geo. M. Studebaker. When F. E. Hering of South Bend made a talk at the Chicago Conference Tompsett made the remark that South Bend seemed blessed with silver tongues. Col. Studebaker decided then to prove to Mr. Tompsett that other kinds of tongues are plentiful in South Bend.

STOCKTON Guest is Member of London Geographical Society.

Richard Richards, member of the Geographical Society of London, was the guest and principal speaker at the club luncheon last month. Through President Garrison the club has become active in

(Continued on page 118)

ROTARY CIGARS

A ROTARIAN ENDORSEMENT

W F MONROE, PRES.

GEO. A. RENAUD, SEC.

TELEPHONES. CENTRAL 2754 AND 565



W.F. Monroe Cigar Co.

WHOLESALE AND RETAIL
CIGARS AND TOBACCOS

3 So. Dearborn Street
TRIBUNE BUILDING

CHICAGO



DISTRIBUTORS FOR
RENAUD
TADAMA
ROTARY
JULIA MARLOWE
HAVANA CIGARS

BRANCH STORE
MONROE-RENAUD CIGAR CO.
124 W MONROE STREET
PHONE CENTRAL 654

Quiros, Villazon & Co.,
Tampa, Fla.

December 15, 1914.

Gentlemen:-

Replying to yours of December 10th with reference to shipment of goods.

I am pleased to say that my Christmas order has just arrived and in my opinion it is the finest you have ever sent me.

The cigars are perfect in workmanship and aroma. In a word the packages are extremely attractive and I am anticipating a big Holiday business.

Your Rotary cigar is proving a big seller and it may please you to know that during the coming year the Rotary cigar will be one of my leading brands.

Thanking you for the prompt and conscientious way in which you have filled my order and with Season's Greetings, I am,

Yours very truly,

W. F. MONROE CIGAR COMPANY.

Geo. A. Renaud
Secretary.
(Member Chicago Rotary Club.)

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"MADE BY MEN WHO KNOW HOW"

Quiros, Villazon y Ca., Tampa, Fla.

San Francisco?

ARE YOU GOING?

Whether you go or not, it will interest you to read about California and the West, Panama and all the wonders connected with the great Panama-Pacific Exposition.

Our stock of books on these subjects is complete and we send them post free for published price.

Write for list.

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John J. Wood, President
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How About Personal Efficiency?

Are you getting as much health, wealth and happiness out of each day as your efforts and latent abilities warrant?

Most of Us Are Not

more than 10 per cent efficient. It is safe to say *all could* at least double their efficiency—if they really determined to.

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for men in all walks of life. In twelve years over 70,000 have studied his system and more than 2,500 firms have used the Sheldon Course to increase the efficiency of their executives and employees.

The Sheldon Book Is Free

to all true Rotarians who believe that "He profits most who serves best." Just a simple request brings it. Write now—while you think of it—to

The Sheldon School

470 Gunther Building
CHICAGO MOTHER CITY
OF ROTARY



(WHAT THE CLUBS ARE DOING)

(Continued from page 116)

preparing for the San Joaquin day at the San Francisco exposition.

SYRACUSE and Optimists Will Have Baseball Duel.

A Rotary-Optimists baseball game will fill the state armory at Syracuse, Thursday evening, March 11th. The evening promises to be the biggest in the history of the Syracuse Rotary Club.

The enthusiasm of members of both organizations is at fever heat and it is rumored that not a few bets on the outcome have been placed by enthusiastic members.

A training table was established at the Rotary meeting last Friday and the members placed on strict diet. President Sam Cook was made censor. He is being assisted by Tom Keene, trainer for Syracuse University athletes. Daily practice is being engaged in under direction of Captain Tom Power. The Optimists have as Captain George Wiltse of the New York Giants. Conway's Band has been hired to help in making the night the biggest in the history of both the Rotary and Optimists Clubs.

SYRACUSE, WATERTOWN and ITHACA Joint Conference.

Preparations for a "big time" are being made for the "get-together" meeting of Watertown and Ithaca with Syracuse March 25. The Rotarians of Watertown are planning to make the trip in a special train, and Ithaca promises to send a big representation.

SUPERIOR Rotarians Listen, Visit Cities, Give to Charity.

Doings by the club in the past few months include a variety of activities, many looking to the development of the northern part of Wisconsin. In October A. H. Wilkinson, President of the State Board of Agriculture, addressed the club on this subject. In November the club conducted an acquaintance excursion by special train to thirty of the principal cities of North Wisconsin. Each member had a "little brother" Thanksgiving dinner guest, supplied by the Public Welfare Association. In December a charitable fund was raised by boosting for one night attendance at each theatre and moving picture show; also assistance was given in a successful municipal Christmas tree celebration.

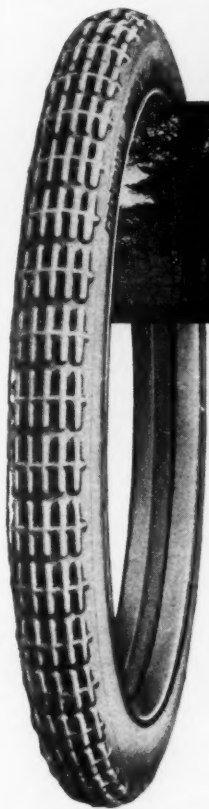
Last month the club members took an active part in helping to make successful an industrial exposition in the Traux building, at which more than fifty manufacturing concerns doing business in Superior were represented.

TAMPA Rotarians "Drop Into Poetry" at Celebration.

The tenth anniversary of Rotary was celebrated by a "good time" dinner in which members of the Tampa Club "dropped into poetry." There was a long discussion as to whether President Jack Mahoney had any right to buy champagne at a Rotary dinner. Following the discussion a number of waiters entered with buckets of ice containing significant looking bottles and after a number of real and assumed horrified objections, President

(Continued on page 120)

SEE AMERICA FIRST:



Forget business—forget work! Get out on the highways. Heed the call of the open road, for this is the big Tourist year—the "See America" year. And when you go, don't take chances. Equip your car with the **best** Tire—the Tourist's Tire—the Goodrich Safety Tread. Ride with your family "Tire-care free," and safer—on the famous Goodrich Safety Bars which not only stop skids and slides but put mileage into your Tires. "See America" right—

ON GOODRICH TIRES

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Factories, Akron, Ohio

Rotarian, Pneumatic Tire Division—C. B. Raymond, Sec'y

**Rotary
Combination
Buttons**

14K \$2.75 10K \$2.25
A Distinctive Success

**Rotary
Rings** For Men
Small Size for Women \$8.00
Made also with diamond center or combination Emblems.

**April
Special**

**\$5.00 Diamond
Button**



Fine White Brilliant Diamond

THE MILLER JEWELRY CO.

6th and Vine

J. C. MILLER, Rotarian

Cincinnati

Look!
\$1.25

Our New Small
Size Gold Button



With Diamond \$4.50

*If your Jeweler can't
supply you Order direct*

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GET THIS BOOK FREE



THIS booklet, "Acoustics—Good and Bad and Why," is the first ever published on the correction of faulty acoustics. It is not a technical treatise, but will firmly convince you how

We Can Easily and Economically Correct Defective Acoustics In Auditoriums and Court rooms

or prevent such faults in buildings now being constructed. Our company is the only one engaged in the scientific treatment of defective acoustics. We have never had a failure. All work is absolutely guaranteed. For references we can point to scores of public buildings in the United States and Canada acoustically perfected by us.

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Decorators**

PITTSBURGH, PA.

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near or distant—loud or low, indoors or outdoors, under every conceivable condition. The Acousticon receives the sound by our exclusive indirect principle, and transmits it to your hearing in its original tone. Not a word blurred—not a single sound is harsh. The Acousticon covers

48 Degrees of Deafness

Unless "stone deaf" the Acousticon enables you to hear every sound—perfectly. Not a theory—not new or untried—but a world-known success for many years.

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EASY TERMS Learn how to secure an Acousticon on easy monthly payments before special offer expires.

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free
trial

for
the

DEAF

Now Direct By Mail

(WHAT THE CLUBS ARE DOING)

(Continued from page 118)

Mahoney invited them all to join in a toast by drinking their bottles of ginger ale.

The roll was called and everyone was compelled to respond with a verse. The *Tampa Daily Times* printed a number of these but they will not be sent to THE ROTARIAN.

The Tampa Rotarians took possession of the band-wagon at the Garsparilla Carnival, February 16, and held it for some time. Two outstanding features in this year's celebration were the Rotary Club's illuminated automobile parade and Press Breakfast. Among the distinguished writers present were George Ade, Sewell Ford and General W. B. Haldeman, owner of the *Louisville Courier-Journal*. Rotarian Perry Wall made a great hit with his eulogy of the press and the newspaper fraternity, and Rube Allyn, editor of the *Sarasota Sun*, was there with all his eccentric and mirth-provoking "stunts."

The illuminated parade was headed by a Rotary float, electric lighted, and following it were 20 lighted autos each bearing a letter which together spelled the words THE ROTARY CLUB OF TAMPA. It was a great feature and caused much favorable comment.

The club raised \$1,000 per week for 12 weeks for the poor.

TOLEDO Club Gives Great Dinner for International President.

The 144 who were present at the Secor when the Toledo Club gave a dinner in honor of International President Mulholland unite in saying that for an all-around good time there never was such an affair before. Everybody had a good time. There were vaudeville actors, a violinist, a glee club of 60, much music, much talking as well as speaking, and clean wholesome fun.

When the second course was being served eight Rotarians from Cincinnati, headed by Secretary Wilberding, marched in with a big yell, greatly to the surprise of their President, Galbraith, who had been an invited guest, and greatly to the amusement of everybody else. The tip had been telephoned from Cincinnati so that a few were "in the know" and ready to steer the Cincinnati bunch to the right spot at the right time. When the banquet was over the Toledo Rotarians escorted the Cincinnati "butterers" to their train.

President Tom De Vilbiss was a happy toastmaster. Hi Shepherd told all about Mulholland's past as only Hi can tell things, and Geo. Stevens told of his present. D. J. Perry gave an account of Mulholland's antics abroad, and Herb Stalker played the prophet and told of what was going to happen to the International President. Galbraith of Cincinnati had something to say of what the outside clubs think about Mulholland and made the Toledo Rotarians glad they had given such a man to Rotary.

Mulholland gave as good as was sent, and then brought the delightful affair to a proper ending with a few words on what Rotary means.

TOPEKA Club Helps to Raise College Endowment.

The Topeka Rotary Club is going to help Washburn college raise a quarter of a million

(Continued on page 122)



Official Typewriter
Panama-Pacific
International Exposition



REMINGTON

Pre-eminent since the original writing machine, a Remington Typewriter, was shown at the Philadelphia Centennial Exposition



In the Field FIRST
1876

FIRST in the Field
1915

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QUALITY—The Remington is the Recognized Leader Among Typewriters.

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There Is a Remington That Exactly Fits YOUR Needs

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Salto Nuts

\$1.25 Pound

I have made a specialty of Nuts for many years. When properly prepared they are known to scientists as the healthiest food, being muscle and vigor builders and from actual experiments at the agriculture department in Washington as the best food for obesity. In preparing **Salto Nuts** I use only the finest kernels from the forests of the world. They are scientifically prepared and are most delicious. Send one dollar and twenty-five cents for a pound—check, post order or stamps, for you will be a constant customer.

Supreme Chocolates \$1 pound



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HOTEL IMPERIAL



(Rotary)

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The Pioneer Pure Food Hotel

Dancing in the Palm Garden
Daily (except Sunday) 4 to 6:30 p. m. and 10 to 1.

**In the Radial Center of All
Traffic Lines—Herald Square**

Send for Booklet G and Map of City.

Ask for

FRANK H. WIGGINS, Assistant Manager,
Rotarian

(WHAT THE CLUBS ARE DOING)

(Continued from page 120)

dollar endowment fund. Washburn is one of the five big colleges of Kansas and has been famous for many years for the excellent work it has done in liberal arts, science and the law. The college is just fifty years old this spring and to celebrate its fiftieth birthday Topeka decided to give the school a boost with an addition to its endowment funds. The Topeka Rotary Club was the first organization, outside the college and its allied associations, to get behind the movement and the plans for the campaign next month are about completed.

Every member of the club is to make a contribution for the club contribution and the members will be formed into groups to get out and hustle subscriptions.

On the fiftieth birthday the college is going to give a festival and the different organizations of Topeka are each to have entire charge of some particular part. The Topeka Rotary Club will put on a pageant representing the pioneer days in Kansas, before there were any colleges or schools or much of anything else in the state but Indians, prairies and high winds.

TRENTON Club Entertains International Officers.

Though less than a year old the Trenton Club has had a successful inter-club meeting at which International officers and members of clubs from New York, Philadelphia, Cleveland, Toledo and other cities were the guests. Mulholland, Berlet, Klumph, Gettinger and Mead were the International guests, and among the other visitors were Secretary Pearson of New York, President Gundaker of Philadelphia, Secretary Tyler of Philadelphia and Rotarian George Painter of Philadelphia.

Rotarian Edward L. Katzenbach made such a splendid talk on "The Ideals of Rotary" at the weekly luncheon, February 18 that the *Trenton Evening Times* published it in full and then printed it in pamphlet form for complimentary distribution among Trenton Rotarians. It is hoped that THE ROTARIAN will pass it along to others by publishing it.

TROY Has Three Big Celebrations All in One.

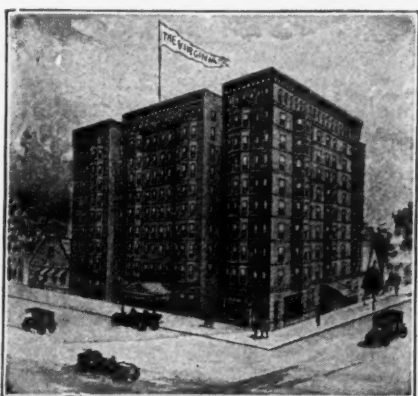
February 23 was an epoch in the history of the Rotary club of Troy when the first anniversary of the local club, the first Ladies' Night and the tenth anniversary of Rotary were celebrated. Nearly 200 Rotarians and their guests were present at the banquet at the Rensselaer Inn. Mine host McGlynn, by the way, is President of the New York State Hotelmen's Association and a live-wire Rotarian. As to the gathering, it was all that could be desired from any and all points of view.

A resume of the first year of Rotary in the City of Collars and Cuffs would include: the exhibition of the California Golden Wheel, an automobile trip to Saratoga Springs, chartering of steamer and brass band to take part in the Atlantic Deeper Waterways convention in Troy, opening and maintaining headquarters for clothing for the Belgians, a Community Christmas Tree, raising of nearly \$500 for a Children's Relief

(Continued on page 124)

Chicago's Rotary Club Hotels

Virginia Hotel



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[NORTH SIDE]

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A massive fireproof structure with large, cool, airy rooms and suites.

European plan. Attractive summer rates. 400 rooms with private bath, \$1.50 per day.

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Gladstone Hotel

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Conducted on the European plan at popular prices.

Transportation facilities unequalled.—Only fifteen minutes to the heart of the business and shopping district by Illinois Central Rapid Transit. The finest stopping place in Chicago for Rotarians and their families.

RATES:

Room with bath, for one person, \$1.50 per day; two persons, \$2.00 per day.

Two and three room suites with private bath at proportionately attractive rates.

Special rates by the week.



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Write for Descriptive Folder



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For Boys or Girls, by Mail

Send for some of these imported Scotch knitted woollen socks for your boy or girl today. Smart and comfortable. Suitable for boys or girls to ten years. Made in ¾ length with turned fancy top, in white, navy, black, brown and light and dark heather mixture.

Sent Postpaid Anywhere on receipt of

Sizes 5 to 7, 40 cts. Pair

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Contains a liberal supply of the Famous Marinello Beautifiers. Preparations that build remarkably beautiful complexions. Used by over 2,000 professional cosmeticians—sold and highly recommended by over 1,000 beauty shops—prized by more than a million discriminating women.

Motor Cream
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—all put up in a dainty package. all yours **free**—that you may see how they soften, whiten, cleanse and clear up the skin—how they preserve a naturally perfect complexion. Yours **free**—with the **Marinello Beauty Book**.

This Illustration Shows Beauty Box One-Half Size. Send for it today—now, enclose two dimes and three two-cent stamps. The Beauty Box will be sent free with the Beauty Book.

THE MARINELLO COMPANY

MALLER'S BLDG.

Dept. AA.

CHICAGO, ILL.

Represented in Chicago Rotary Club

(WHAT THE CLUBS ARE DOING)

(Continued from page 122)

fund, presentation of a Silk Natinal Flag to the New Central School, and the special meeting to welcome International Vice-President E. J. Berlet to the city.

The Troy Club has taken its place as the most prominent civic organization in the city and the 144 members are all among the best fellows possible. The new year has opened auspiciously for the organization and it can look back on an excellent record.

VANCOUVER Club Cooperates With Civic Authorities.

The Vancouver Rotary Club came into its own with the New Year. Every meeting since that date has been distinctive.

We have held two intensely civic meetings. At the first the Mayoralty candidates presented their platforms, and at the second Rotarian J. R. Davison, Industrial Commissioner, brought before the club a specific request for assistance in looking after the anticipated influx of tourists. This resulted in a committee being named to meet the civic officials, the first time that Rotary has received this recognition in Vancouver.

The majority of our luncheons have been along those lines that tend to improve the general trend of business such as the interchange of ideas and the illustration of proven methods or "short cuts." These features will be continued.

The Committee on Philosophy of Rotary provided the programme at an evening meeting. Some of the subjects discussed were "Interchange of Business," "Wider Duties of a Rotarian" and "Acquaintance." President Pidgeon so eloquently outlined Rotary's true platform before the open discussion commenced that at 11 o'clock we had a six o'clock meeting that did not want to adjourn.

We had the ladies out at an evening meeting held in the Commercial Club. The dining room is on the twelfth floor and when the appointed hour arrived there were neither electric lights nor elevator service. One hundred and twenty-seven guests climbed the stairs and we ate dinner by candle-light in the most modern office building on the Pacific Coast.

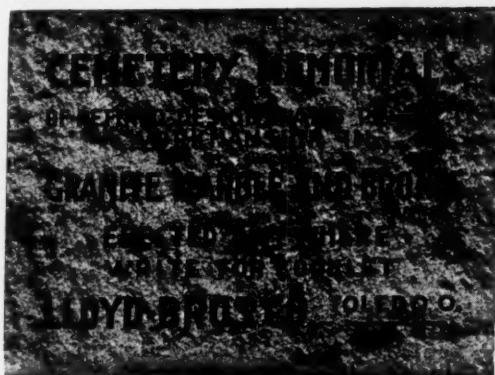
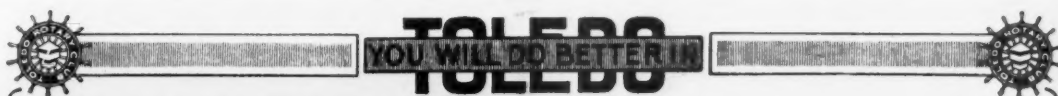
We are still growing. Twenty-two new members since New Year's Day and every one wide awake.

WASHINGTON Rotarians Make All Visitors See All City.

With its 90-day boost for the National Capital in full swing the Rotary Club of Washington, D. C., is making history these days. Every Rotary visitor who announces himself at headquarters is given a cordial welcome and then turned over to the "Flying Squadron," the members of which, operating high-power automobiles, show the out-of-towners everything worth seeing in and about the nation's city. The wheel of the club is whirring with steadily increasing speed.

President George W. Harris, accompanied by Secretary Johnson and Rotarians Lee, Callahan and McReynolds, attended the tenth anniversary conclave in Philadelphia, and had the time of their lives. Harris while there earned the title of "The Loudest President in Rotary."

(Continued on page 126)



Refreshing

to the Nose and Throat is the proper solution when sprayed from a



DeVilbiss Atomizer

It also relieves irritation, removes dust and infectious particles.

The DeVilbiss Mfg. Co., Toledo, O.



CHAMPION Spark Plugs Give Service

"Champion O" for 1914 Overlands, \$1.00, all dealers.

"Champion Long" for 1910-11-12 and '13 Overlands, \$1.00, all dealers.

"Champion X" for Fords, 75c.

75% of American cars, including Ford, Overland, Studebaker, Maxwell, and Metz, are factory-equipped with Champions. Like Rotarians, Champions are the "best on earth."

**The Champion
Spark Plug Company
Toledo, Ohio.**

Are Your Form Letters Pulling

Let Stalker Look Them Over,
and Add a Little Selling Punch

The Stalker Adv. Co., Toledo, O.



5c at all Fountains
 Pure Sparkling Healthful

Served From This Dispenser at all First-Class Fountains

When you see
the Dispenser
you're in front
of a fine drink

**BEST FOR YOUR STOMACH
 BEST FOR YOUR NERVES
 BEST FOR YOUR CHILDREN**

*If your fountain man
hasn't it, express surprise*

**The Allen
Red Tame Cherry Company
Toledo, Ohio**

C. M. COON, Western Sales Agt., Room C, American
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ROTARY BANKS EVERYWHERE

Depository for
I. A. of R. C.



You are invited to send us your terms for collecting items in your vicinity.

Write for our terms for good "Rotary Brand" of service.

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Electric Tea Ball Urn

Makes Perfect Tea

The last cup is as good as the first.

To avoid bitter, oversteeped tea, make it the Simplex way—it's the quick, pleasant, economical method to secure results that are "just right."

"The Dainty Way to Keep House"

is a booklet full of suggestions for your comfort. Sent FREE on request.

SIMPLEX ELECTRIC HEATING CO.

Manufacturers of Everything for Electric Cooking and Heating
85 Sidney St., Cambridge, Mass. Members Boston Rotary Club

Equip Your Signs

Cut-Outs, Display Cards, Pictures, Etc.

with supporting easels that will hold them rigid and secure and insure their proper display and long life.

Stand Pat Easels

mean satisfied customers and repeat orders. They are rigid, secure and light. They will not sag or buckle. They fold flat when not in use. You can trust your best work to the "Stand Pat."

Samples free to the trade
The Stand Pat Easel Co.
45-49 Fort St. E., Detroit, Mich.
Member Detroit Rotary Club

The Only Exclusive Manufacturers of Easel Supports in the World.



(WHAT THE CLUBS ARE DOING)

(Continued from page 124)

The Washington Club is unprecedentedly wide awake. The entertainment committee is presenting new and novel stunts at each meeting and the members are rapidly becoming better acquainted, and learning more about the lines represented by "the other fellows."

WINNIPEG Rotarians Learn Early History of City.

February has been a busy month for the loyal Rotarians of Winnipeg, who have attended two meetings with an attendance of 75 per cent of the members and the best dance the Rotarians have given in Winnipeg. The dance was February 11 and was a social and financial success. Yet they say we're hard hit by the war.

At the meeting February 24, Prof. Martin of the University of Manitoba, gave us a lecture on the early history of Winnipeg. He took us back 40 years to the time when Winnipeg was first incorporated as a village. At that time Winnipeg was merely a western plain's trading post. He told us how, even in the memory of men sitting around our table, the village of some 250 people in 40 years has become a city of 250,000. The first railroad engine used at Winnipeg is called the "Countess of Dufferin" and now stands in front of the present Canadian Pacific Railway depot. The first man to drive this engine was the same man who drove the first railroad engine in England. The spirit that was back of the men who did things in those days is the spirit back of the loyal Rotarians in Winnipeg today.

After this lecture, our President, A. B. Calder, gave us a talk, illustrated with colored views of the Canadian Rockies. His last words were: "Why go to the Alps when you can get just as good scenery in Western Canada?"

Worcester Learns About Municipal Financing.

Alderman Whiting has given us a most interesting talk on "Municipal Finance" and explained the Pay-as-you-go Ordinance recently adopted by our city.

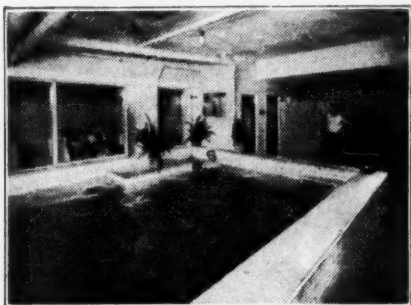
Another of those splendid combination meetings with the Publicity Association and the Chamber of Commerce was at our last week's luncheon when we had John R. Lee, personal representative of Henry Ford, who described the interesting and magnificent plan of welfare work and so-called "profit-sharing" among the Ford workers at the Detroit plant.

We are anticipating the grand annual event of Ladies' Night March 18th which we hope will be unlike any other ever devised.

BAY CITY Club is an Active and Husky Baby.

The Bay City Rotary Club has now 30 active members and four honorary members, the latter being H. B. Smith, one of Bay City's biggest men, President of the National Cycle Mfg. Co., and of the Michigan Pipe Company, William A. Comstock, Mayor of Alpena, Abner E. Larned of the Larned-Carter & Company of Detroit, and F. M. Caldwell

(Continued on page 128)



THE KERCHER BATHS

Produce
HEALTH and HAPPINESS

S. E. CORNER CONGRESS and WABASH AVE.

Just ask for GEORGE and say "Rotary"—
that's all.

Best Baths in Chicago

Established 40 Years

(GEO. KERCHER, Member of Chicago Rotary Club)

Reynolds Asphalt Shingles

Fire Resisting and approved by the National Board of Underwriters
ENDORSED BY LEADING ARCHITECTS

GUARANTEED FOR 10 YEARS—WILL
LAST MANY YEARS LONGER

Natural Colors of Garnet, Red, Gray and Green, Which Never Fade

We are the ORIGINAL MAKERS of Flexible Asphalt
Shingles and tested our product for ten years before
putting it on the market. Let us send you a booklet.

BEWARE OF IMITATIONS

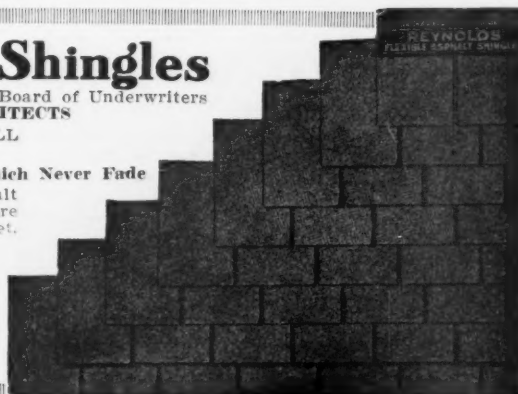
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Tools, Bath Room Trimmings,
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H. C. Hansen Type Foundry
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All standard makes printing and binding ma-
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Electrotyping by all modern processes

GRAND RAPIDS ELECTROTYPE COMPANY

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GRAND RAPIDS, MICH.

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from the press of the Pacific Coast
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INK SACK
PRESSURE BAR
NON ROLL SLEEVE



The "Works"
of our
Fountain Pen

See our ad in December issue of The Rotarian
or ask Tom Phillips.

A Money Back Proposition.

THE COIT READYFILL PEN CO.

58 W. Randolph St.

Chicago

A PRESS CLIPPING BUREAU

of great value to you if you sell to the con-
sumer or the trade in the great Northwest

POLLOCK'S 710 Temple Court
MINNEAPOLIS

Member Minneapolis Rotary Club

BRUSHES

All kinds, sizes, prices.
There is nothing in the brush line that we don't make. Come and see us or write us if in the market for one or a million brushes.

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Quality - **ROTARIANS** - Service

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Atlanta, Georgia

Atlanta's newest and most complete hotel. European plan, 200 rooms, 200 baths. \$1.50, \$2, \$2.50 and \$3 per day.
J. F. LETTON HOTEL CO.

THE CROWN HOTEL

PROVIDENCE, R. I.

FAIRNESS The Home of Simplicity, Refinement and Comfort for the Traveler **GOOD COURTESY** **SERVICE**

FRED MANSFIELD, Prop., Rotarian
WM. H. WADE, Manager

Hotel Allen

RATES:
\$2.50 to \$5.00

Modern Restaurant

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**(WHAT THE CLUBS ARE DOING)**

(Continued from page 126)

of Jackson, Michigan, Industrial Agent of the Hodenpyle Hardy Co.

Among our other members are Congressman George A. Loud who has represented this district for ten years and is just starting on his sixth term.

The Club meets every Tuesday and we believe its attendance record is equal to any club in the country. The luncheons are held at the Bay City Club and the Hotel Wenonah. Special menus are often prepared; for instance, one week we had an Irish dinner, the following week a German meal and last week at the request of the Seattle Rotary Club, we put on a salmon dinner.

We cordially invite every Rotarian, who happens to be in this neck of the woods, to participate in our meetings. You will find a splendid bunch of fellows who will give you such hospitable treatment that you will want to play a return engagement.

BELFAST Club Officially Opposes Skeel's "Greater Rotary."

We are still talking of the big meeting at Glasgow on Feb. 23. Mr. Skeel's article on "Greater Rotary" was taken up and referred back to the Clubs, of the British Association to discuss and report. We already have declared against it, at least along Skeel's lines, and the views of the Belfast Club are expressed in the article which Mr. Alexander has sent for publication in THE ROTARIAN. This will be sent to the B. A. of R. C. as our official reply.

MANCHESTER Rotarians Very Busy as "Special Constables."

Rotarians in Manchester are having the time of their lives at present, at least those who are "special Constables." We are very busy but keeping up real good attendances too. At the last monthly dinner we had two splendid business talks, on "Chimney Restoring" illustrated by lantern slides and on the "Evolution of the Film." These business talks are interesting and of real "educating" value. The sub-committees appointed at the General Meeting are getting a move on and that will spell "progress" for the Manchester Rotary Club.

It's hard to walk a tight rope. You are quite apt to fall over on one side or the other. It's the same way with a body of men. They're inclined to be as quiet as the K-night or as noisy as the Ford.